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concessions comparables study
part two

BIG BEND

NATIONAL PARK • TEXAS

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COMPLETED

CONCESSIONS COMPARABLES STUDY
BIG BEND NATIONAL PARK
TEXAS

PART II

UNITED STATES DEPARTMENT OF THE INTERIOR
NATIONAL PARK SERVICE
DENVER SERVICE CENTER
PROFESSIONAL SUPPORT DIVISION
CONCESSIONS BRANCH

DECEMBER 1989

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(Separate Volume)

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FACILITIES REVIEWED BUT NOT RECOMMENDED AS COMPARABLES

TERLINGUA, TEXAS

Terlingua is located a few miles east of Lajitas in the southwestern portion of Texas at the western edge of Big Bend National Park.

Terlingua was established in 1890 when mercury was discovered in the area; millions of dollars worth of quicksilver was marketed before the boom slowed down. Many of the original rock and adobe buildings still remain at the site -- roofless with crumbling walls. The area is now referenced as a "ghost town," although a few modern leisure homes have been constructed in the past few years. Terlingua is world famous as the site of the annual "World's Championship Chili Cookoff."

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BIG BEND MOTOR INN

Contact: Manager
P.O. Box 336
Terlingua, Texas 79852
Phone: (915) 371-2218

Number of Rooms: Thirty-two motel rooms (8 kitchenettes)

Food Service: Eighty-one seat, full-service restaurant

Operating Season: Year-round

Occupancy: Peak 100%
Off 50%

Age: 2-4 years

Construction: Wood, frame
One story

Peak Season: March 15 - July 4 (3½ months)

Ratings: AAA - None

Peak-Season Clientele: Tourists (75% families and 25% tours)

Average Length of Stay: Peak - 4 days
Off - 2-7 days

Major Credit Cards Accepted: Yes

Other: RV park with full hookups and pull-thru parking, showers, laundry, picnic tables, television hookup; rustic camp cabins; tent sites; swimming pool; store, gasoline; picnic pavilion with tables and barbecue pits.

Rooms: Standard motel rooms, primarily double-doubles (two with queens); eight kitchenette units; one 2-bedroom cottage; two 2-bedroom duplexes with kitchens. No upgrade amenities in motel rooms.

Location: Located in a similar setting to the concessioner's facilities at Big Bend.

Comparability: The standard motel rooms (without kitchenettes), the restaurant and RV sites are considered to be comparable to the concessioner's facilities at Big Bend; however, based on the small number of rooms, it is recommended that this facility be used as a comparable only if facilities with a greater number of rooms cannot be located.

Big Bend Motor Inn

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS X
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

32 Motel Rooms (2 with Queen Beds)
(8 Kitchennettes)
+ 1 2-BDRM COTTAGE
- 2 2-BDRM (Duplex) w/Kitchens

IN-SEASON OCCUPANCY RATES: 100%
Off: 50%

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED X
DETACHED ROOMS OR CABINS X
TENTS ____

SEASONALITY (75% OF BUSINESS): Mar 15 - July 4 (3 1/2 mo.)

COMPETITION (MILES & #): 30 miles (Big Bend N.P.)

SIMILAR SETTING OF AREA: Same as concessioner

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 4 Days Peak Season; 2 Days - 1 wk off season
(TOURIST, CONVENTION, FAMILIES, ETC.):
75% families (Elderly)
25% Tours
> primarily tourists

SIMILAR AGE OF FACILITY: Motel: 34 yrs.
Other: 2-4 yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: SLC, N.M. (638 mi.) & El Paso, TX (366 mi.)

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None

NUMBER OF EMPLOYEES: Motel: 7 (maids, mgr., mainr.)

HOUSING OF EMPLOYEES: Yes (only one employee using it)

RATINGS OF OTHER ORGANIZATIONS:
Mich-Tione

- RV Park with full hookups, picnic tables, concrete patios, BBQ Grills, laundry, showers, T.V. satellite. Picnic Pavillion with tables + BBQ Pits for RV campers use.
- Showers: $1.50 for non-renters (4 shower, soap + towel) - located in gift shop: registration Building

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Big Bend Riverfront Comparable	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge (cable t.v.)		X			
- BW/no charge					
- movies via TV/no charge					
- extra charge					
Telephone none (pay phones only)					
- direct dial					
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated - SOLAR		X			
- outdoor/not heated					
- pool deck/patio area		X			
Retail Facilities					
- gifts/souvenirs		X			
- personal needs/drugs (Store					
- outdoor equipment (i.e., camping, fishing, etc.)		X			
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities					
- cafeteria					
- full-service dining room		X			
- fast-food					
- bar (no alcohol)					
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites (5 connecting rooms)					
- rooms adapted for handicapped (4)		X			
- conference or meeting rooms					
- rooms with kitchens (8)		X			
Vending					
- in-room					
- common area (1 by rooms 20 & one in lobby)		X			

- plastic glasses
- Gulf gasoline service
- grocery store
- gift shop

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	Concessioner	Big Bend Motor Inn Comparable	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking (yes, but not designated)					
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (provided upon request - no formal position)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty (EMT Service 1/2 mile)					
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours (7AM-10PM)					

(Telephone calls are answered 24 HR. - Manager available/Night Bell)

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- Kitchenettes have microwaves
- cottages have kitchens, microwaves, coffee maker, king beds
- RV Cabins are basic sleeping units with mattress to place sleeping bags on, picnic table & grill outside.

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FOOD COMPARABLES

FOOD SERVICE TYPE: FAST FOOD
- STAND-UP ____
- SIT-DOWN X
- CARRY-OUT X
- PAPER SER ____
- TABLE SER ____

COFFEE SHOP X
BUFFET sometimes
CAFETERIA X
INFORMAL D.R. X
FORMAL D.R. ____

Ice Cream Bar (Counter) with 14 flavors of ice Cream.

SIMILAR SALES MIX (ALCOHOL TO FOOD): No Alcohol

SIMILAR NUMBER OF SEATS: 81

SIMILAR MENU:
- FAST FOOD X
- SANDWICHES X
- FAMILY STYLE
- ETHNIC X
- LIMITED
- SPECIALTY ITEMS — Homemade pastries
- STANDARD OFFERINGS X

SIMILAR NUMBER OF MEALS:
- BREAKFAST X
- LUNCH X
- DINNER X

COMPETITION: 6

PROXIMITY OF SUPPLIERS: El Paso + ALB, NM.

SEASONALITY (75% OF BUSINESS): March 15 - July 4

NUMBER OF EMPLOYEES: 12

GET A MENU: Attached

FOOD SERVICE

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is present)		COMPARABLES			
	Concessions	Big Bend Motor Inn			
Facility Related					
Carpeting					
Booths					
Counter Seats (6)		X			
Provisions for the Handicapped (Partial)					
Comfort Related					
Smoking/Non-Smoking Areas					
Air Conditioning		X			
Recorded Music					
Live Entertainment/Stage					
Service Related					
Flowers or Plants on Tables (Plants on Counter)					
Take-out Service Available		X			
Liquor License Held NONE					
- Wine and Beer					
- Spirits					
Caters to Tour Groups and Organizations (10-50 people)		X			
Major Credit Cards Accepted		X			
Linen Tablecloths (Dinner) (vinyl)					
Glass vs. Paper Cups or Plastic Cups					
Stainless or Silverplated Tablesetting vs. Plastic					

More features may be added as they are observed during the comparability review, i.e., toothpicks, mints, wetnaps, and so on.

ROOM RATES

1988 RATES	ON SEASON March 1 - July 15 (+ holidays & chili cook-off)	OFF SEASON July 15 - March 1 (except holidays)
Room with King or 2 Queens:		
one person	$49.50 + tax $52.47	$44.50 + tax $47.17
two persons	$54.50 + tax $57.77	$49.50 + tax $52.47
extra persons (12 & older)	$3.00 each	$3.00 each
Room as above with kitchenette:		
two persons	$61.50 + tax $65.19	$56.50 + tax $59.89
Two bedroom cottage:	$95.00 + tax $100.70	$95.00 + tax $100.70
Camp cabins:		
one or two persons	$18.50	$18.50
extra persons	$1.50 each	$1.50 each
R.V. spaces - full hook-ups:	$12.50	$12.50
extra persons	$1.50	$1.50
Tent sites:	$10.00	$10.00
extra persons	$1.50	$1.50

NOTE: Prices subject to change

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Main Building

Swimming Pool

RV Park

Kitchenette Units

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BIG BEND MOTOR INN, INC.
RESTAURANT

SANDWICHES

HAMBURGER.....2.50
JALAPENO BURGER.....2.75
BLT.....2.75
STEAK ON BUN.....3.00
CLUB HOUSE.....3.75
ROAST BEEF.....2.75
CHEESE BURGER.....2.75
FRIED HAM.....2.75
GRILLED CHEESE.....1.75
BAR-B-Q ON BUN.....2.75
HAM & CHEESE COMB.....3.50

HOT SANDWICHES

HOT STEAK.....3.95
HOT BEEF.....3.95

ALA-CARTE

CHICKEN FRIED STEAK.....5.75
1/2 CHICKEN FRIED STEAK.....4.75
HAMBURGER STEAK.....4.75
CHICKEN STRIPS.....4.95
RANCH HOUSE.....5.75
PORK CHOPS (2).....5.95
14 OZ T-BONE STEAK.....9.95
9 OZ SIRLOIN STRIP.....7.95
SHRIMP PLATE.....6.95

ALL THE ABOVE SERVED WITH FRENCH FRIES, SALAD, TOAST & GRAVY.
BAKED POTATO AFTER 5:00 P.M. .50 EXTRA

MEXICAN FOOD

3 BEEF ENCHILADAS.....4.75
3 CHEESE ENCHILADAS.....4.35
MEXICAN COMBINATION PLATE.....5.95
ABOVE SERVED WITH CHILI SAUCE OR ENCHILADA SAUCE
NACHOS BEAN & CHEESE.....3.25
CHEESE NACHOS.....2.75
TACOS (1).....1.25 (2).....2.25 (3).....3.25

SIDE ORDERS

CHILI (BOWL).....2.95
FRENCH FRIES.....1.25
CHEF SALAD.....3.95
COTTAGE CHEESE.....1.50
ONION RINGS.....1.50
DINNER SALAD.....1.45
FRUIT & COTTAGE CHEESE..2.00
FRUIT PLATE.....3.50

DESSERTS

PIE.....1.25
PIE ALA-MODE.....1.75
BANANA SPLIT.....3.25
SUNDAES 1 DIP.....1.45
ICE CREAM (PER SCOOP)...75
ICE CREAM CONES (P S)...75
MILK SHAKES & MALTS...2.25
SUNDAES 2 DIPS.....1.95

ALL ORDERS CAN BE PREPARED TO GO
.25 CONTAINER CHARGE

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BREAKFAST MENU

(1) EGG ANY STYLE.....2.00 W/ BACON, SAUSAGE, HAM.....3.35
(2) EGGS ANY STYLE.....2.50 W/ BACON, SAUSAGE, HAM.....3.75

OMELETS

HAM AND CHEESE.....4.50 SPANISH.....4.50
CHEESE.....3.95 PLAIN.....3.35
WESTERN (HAM, CHEESE, ONIONS, BELL PEPPER, BACON).....4.65

ALL OF THE ABOVE SERVED WITH HASH BROWNS OR GRITS, TOAST OR BISCUITS AND GRAVY.

HOT CAKES

1 HOT CAKE.....1.00 W/ BACON, SAUSAGE, HAM....2.50
2 HOT CAKES.....1.50 W/ BACON, SAUSAGE, HAM....3.00
3 HOT CAKES.....2.00 W/ BACON, SAUSAGE, HAM....3.50
FRENCH TOAST.....1.75 W/ BACON, SAUSAGE, HAM....3.25

BREAKFAST BURRITOS

SAUSAGE & EGG.....1.75 CHORIZO & EGG.....1.75
PICADILLO.....1.75 POTATO & EGG.....1.50
BEAN.....1.25

CEREALS

DRY CEREAL W/ MILK...1.95 OATMEAL W/ TOAST.....1.95
MALT-O-MEAL W/ TOAST.1.95 GRITS W/ TOAST.....1.95

SIDE ORDERS

1 EGG.....75 2 EGGS.....1.35
BACON, SAUSAGE OR HAM.1.50 BISCUITS AND GRAVY.....1.75
HASH BROWNS.....1.00 TOAST.....95
TEXAS TOAST.....1.25 BOWL OF GRAVY.....75

DRINKS

COFFEE.....60 HOT TEA.....75
ICED TEA.....60 COLD DRINKS.....75
MILK.(LARGE).....1.00 HOT CHOCOLATE.....75
ORANGE JUICE SM 75..LG.1.00

**********BREAKFAST SERVED ANY TIME**********

MARATHON, TEXAS

Marathon is located in the midwestern portion of Texas approximately 177 miles southwest of Midland and 40 miles north of Big Bend National Park's northeast entrance.

Situated in the Chihuahuan Desert region of west Texas, Marathon was developed in 1882 with the arrival of the Texas and New Orleans Railroad. The town, on U.S. Highway 90 at the junction with U.S. Highway 385, is a tourist crossroads, a major gateway to Big Bend, and a headquarters for vast ranching activities. The Great Marathon Basin is a widely known geologic area noted for extensive surface outcroppings of varied rocks and minerals.

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THE GAGE HOTEL

Contact: Giddings C. Brown, General Manager
P.O. Box 46
Marathon, Texas 79842
Phone: (915) 386-4205

Number of Rooms: 20 rooms (7 with private baths)

Food Service: Thirty-six seat, full-service restaurant (beer and wine)

Operating Season: Year-round

Occupancy: Peak 75%
Off 40%

Age: Est. 1927 (61 years)

Construction: Brick

Peak Season: March-May (3 months)

Ratings: AAA - None

Peak-Season Clientele: 99% tourists

Average Length of Stay: One night

Major Credit Cards Accepted: Yes (MasterCard and Visa)

Other: A state historic landmark. Original pine floors and woodwork.

Rooms: Rooms have been historically restored with period ranch-style furniture and fixtures. Seven rooms have private baths, the other rooms have a sink and share a semiprivate bath on each floor. Rooms have one or two double beds, one double and one twin, or two twins. The cottage (suite) has one queen and one double plus a private bath.

Location: Approximately 40 miles north of Big Bend, Marathon is headquarters for vast ranching activities, and a tourist crossroads and major gateway to Big Bend. In-town location.

Comparability: Based primarily upon the small size, the historical ranch-style furnishings, and the rooms without bath, this facility is not considered to be a good comparable to the concession-operated facilities at Big Bend.

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 20 Rooms (7 with private baths)
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: 75 % (Owner: J.P. Bryan)
Off: 40 %

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): MAR-MAY (3 mos.)

COMPETITION (MILES & #): 30 miles (Alpine, TX)

SIMILAR SETTING OF AREA: similar to concessioner

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 1 Day
(TOURIST, CONVENTION, FAMILIES, ETC.):
99% Tourists
(Families + Couples)

SIMILAR AGE OF FACILITY: 1927 (61 yrs)

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR Brick Bldg.
" " UNFINISHED INTERIOR ____
FRAME/WOOD ____
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: motel: Midland & El Paso - 301 miles
(all supplies are delivered to hotel) Restaurant: Midland - 180 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None
~~(Ownership~~

NUMBER OF EMPLOYEES: motel - 2 + 2 mgrs.
restaurant - 13 (mostly part-time)

HOUSING OF EMPLOYEES: None

RATINGS OF OTHER ORGANIZATIONS: AAA - None

- Not a destination resort, primarily a stop on the way to Big Bend N.P.
- A State Historic Landmark.
- Original pine floors & woodwork.

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	The Gage Hotel Comparable	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge (T.V. in lounge only)					
- BW/no charge					
- movies via TV/no charge					
- extra charge					
Telephone					
- direct dial (Pay Telephone in lobby)					
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated					
- outdoor/not heated					
- pool deck/patio area					
Retail Facilities					
- gifts/souvenirs (Limited Books & Pictures)					
- personal needs/drugs		X			
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities					
- cafeteria					
- full-service dining room		X			
- fast-food					
- bar (Beer & Wine Only)		X			
Rooms					
- temperature control		X			
- shower or bath in each (Some) (Semi-private: Shower only)					
- suites (Cottage Only)					
- rooms adapted for handicapped					
- conference or meeting rooms (Limited Space)					
- rooms with kitchens					
Vending					
- in-room					
- common area (Lobby Area)		X			

Room Rates:

Room (no Bath) (Sink only) - $30.00
Room w/Bath - 40.00
Cottage (Suite) (2 BDRM) - 50.00

} Double Occupancy Rate

Extra Person Charge - $5.00

(No Special Rates)

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	Concessioner	The Cape Hotel Comparable	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms (Wood Floors - Historic)					
Grade A Furniture (Special Antique Furniture)					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (Employee will assist upon request)					
Valet Parking					
Room Service					
Entertainment (On special Occasions Only)					
Medical Assistant/RN on Duty (First Aid - 30 Miles)					
Audio Visual/Movies					
Make Other Reservations (Will Telephone)		X			
Have Rental Cars Available					
Major Credit Cards Accepted (MC + VISA)		X			
Registration Office Open 24 Hours Telephone Answered 24-HRS. + Night Duty Employee on call night					

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

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FOOD COMPARABLES

FOOD SERVICE TYPE: FAST FOOD
- STAND-UP ____
- SIT-DOWN X
- CARRY-OUT X
- PAPER SER ____
- TABLE SER X

COFFEE SHOP ____
BUFFET ____
CAFETERIA ____
INFORMAL D.R. X
FORMAL D.R. ____

SIMILAR SALES MIX (ALCOHOL TO FOOD): 10% Alcohol (Beer + Wine Only)

SIMILAR NUMBER OF SEATS: 36
20 - Lounge

SIMILAR MENU:
- FAST FOOD
- SANDWICHES X
- FAMILY STYLE
- ETHNIC (Mexican)
- LIMITED
- SPECIALTY ITEMS (Pastries/Chilies)
- STANDARD OFFERINGS X

SIMILAR NUMBER OF MEALS:
- BREAKFAST X 6A - 11A (Hunting Season 6AM)
- LUNCH X 11A - 2:30P
- DINNER X 6P - 9:30P

COMPETITION: 1 Restaurant + 1 Grill in town

PROXIMITY OF SUPPLIERS: Midland - 180 mi.

SEASONALITY (75% OF BUSINESS): Mar - Apr + Oct - Dec

NUMBER OF EMPLOYEES: 13 Restaurant (mostly part-time)

GET A MENU Attached

- Large lunch crowd - locals.
- Outdoor patio area (BBQ Pit for occasional cook-outs)

FOOD SERVICE

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is present)		COMPARABLES			
	Concessions	The Gape Hotel			
Facility Related					
Carpeting (Wood Floors - Historic)					
Booths					
Counter Seats					
Provisions for the Handicapped					
Comfort Related					
Smoking/Non-Smoking Areas					
Air Conditioning		X			
Recorded Music					
Live Entertainment/~~Stage~~ (on occasion)					
Service Related					
Flowers or Plants on Tables					
Take-out Service Available		X			
Liquor License Held					
- Wine and Beer X		X			
- Spirits					
Caters to Tour Groups and Organizations (Lunch)		X			
Major Credit Cards Accepted (MC & VISA)		X			
Linen Tablecloths (Dinner) (only special occasions)					
Glass vs. Paper Cups or Plastic Cups		X			
Stainless or Silverplated Tablesetting vs. Plastic		X			

More features may be added as they are observed during the comparability review, i.e., toothpicks, mints, wetnaps, and so on.

THE GAGE HOTEL
(915) 386-4205
Marathon, Texas 79842

ROOM DESCRIPTION AND RATES

All room rates are based on double occupancy. There is an additional charge of $5.00 per extra occupant. There are 7 rooms with private baths. All other rooms have a basin and share a semi-private bath located on each floor.

RM#	ROOM NAME	ACCOMMODATIONS	RATE	w/Tax
1	BLACK GAP	1 double bed, no bath	$30.00	31.80
2	DEAD HORSE	1 double, 1 twin no bath	$30.00	
3	SANTIAGO PEAK	1 double bed, no bath	$30.00	
4	CHALK DRAW	1 double, 1 twin no bath	$30.00	
5	STILLWELL CROSSING	1 double bed, no bath	$30.00	
	connects with			
6	PERSIMMON GAP	1 double bed with bath	$40.00	42.40
7	JACAL DE LUNA	2 double beds with bath	$40.00	
8	CASA GRANDE	2 double beds with bath	$40.00	
9	BADLANDS	1 double, 1 twin with bath	$40.00	
10	NINE POINT MESA	2 twin beds no bath	$30.00	
11	PANTHER JUNCTION	1 double bed no bath	$30.00	
12	JAVALINA GAP	1 double, 1 twin no bath	$30.00	
14	OCOTILLO FLAT	1 double bed no bath	$30.00	
15	SIERRA DEL CARMEN	1 double, 1 twin no bath	$30.00	
16	LA TINAJA	1 double bed with bath	$40.00	
17	DAGGER MESA	1 double, 1 twin no bath	$30.00	
18	IRON MOUNTAIN	2 twin beds no bath	$30.00	
19	MARAVILLAS CREEK	1 double, 1 twin not bath	$30.00	
	connects with			
20	BOQUILLAS CANYON	2 double beds with bath	$40.00	
21	CHISOS	1 queen, 1 double with bath	$50.00	53.00

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THE GAGE HOTEL
(915) 386-4205
Marathon, Texas 79842

GOOD MORNING...WELCOME TO THE GAGE HOTEL

"HUEVOS MEXICANAS"

Huevos Rancheros

2 eggs cooked to order on top of corn tortillas covered with homemade Ranchero Sauce.

$4.50

Breakfast Burritos

3 eggs scrambled with [illegible] and chorizo sausage, rolled in flour tortillas, topped with cheese and hot sauce.

$4.95

[illegible] Enchiladas

2 eggs scrambled with [illegible] and cheese rolled [illegible] corn tortillas, covered with homemade Ranchero Sauce.

$4.50

Enchiladas Montadas

2 cheese enchiladas topped with two fried eggs.

$4.95

Border Enchiladas

2 Fried eggs on corn tortillas with enchilada sauce, covered with lettuce and diced tomatoe.

$4.50

****ALL ABOVE ORDERS SERVED WITH BEANS & FLOUR TORTILLAS****

3 Egg Omelettes

[illegible]heese	$3.95
[illegible]panish	$3.95
[illegible]	$4.50
[illegible] Chili	$3.95

Eggs, Eggs, Eggs

One egg, cottage fries, toast $2.15
W/ham,bacon,sausage.....$3.35
Two eggs, cottage fries, toast $2.45
W/ham,bacon,sausage.....$3.65

French Toast	$2.75
Two Pancakes	$2.75
Three Pancakes	$3.25

**********Side Orders**********

Ham (2 Pieces) $1.25	Cold Cereal $1.50
Bacon (2 Pieces) $1.25	Sweet Roll $.85
Sausage (2 Pieces) $1.25	English Muffin $.75
Cottage Fries $.95	Toast $.75

****Beverages***

Coffee/Tea $.50
Hot Chocolate $.85
Milk $.50/$1.00
Juice $.50/$1.00

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THE GAGE HOTEL
(915) 386-4205
Marathon, Texas 79842

GOOD AFTERNOON...WELCOME TO THE GAGE HOTEL

LUNCH MENU

******* LUNCH PLATES ********

GRILLED CHICKEN BREAST....$5.95
FRIED CATFISH.....$6.95
CHICKEN FRIED STEAK.....$6.50
LIVER & ONIONS.....$5.95
The above served with French Fries and Salad

******** MEXICAN FOOD *******

CHEESE ENCHILADAS.....$4.50
CHICKEN ENCHILADAS.....$5.50
CHILIES RELLENOS (Cheese)....$6.75
- WITH RANCHERO SAUCE.....$6.95
BEEF FAJITAS.....$7.45
CHICKEN FAJITAS.....$7.45
The above served with Rice & Beans

********** SALADS **********

DINNER SALAD.....$1.50
CHEF SALAD.....$3.50
FRUIT SALAD PLATE.....$3.75
CHICKEN SALAD PLATE.....$3.75

********* BEVERAGES *********

COFFEE.....$ .50
TEA.....$ .60
SODA.....$ .75
MILK.....$ .50/1.00
JUICE.....$ .50/1.00

********* SANDWICHES ********

CHICKEN SALAD.....$3.50
CLUB.....$4.25
GRILLED CHEESE.....$2.75
GRILLED HAM & CHEESE.....$3.50
BACON, LETTUCE & TOMATO...$2.75

********** BURGERS **********

HAMBURGER.....$2.75
CHEESEBURGER.....$2.95
BIG BEND BURGER
- Topped with Chili Con Queso.....$3.25
GAGE BURGER
- Topped with Bleu Cheese & Bacon...$4.50
POLLO BURGER
- Grilled Chicken Breast.....$4.75

******** SIDE ORDERS *******

FRENCH FRIES.....$ .95
TOSTADOS.....$ .50
TORTILLAS.....$ .25
SALSA.....$ .50
CHILI CON QUESO.....$1.75

********** DESERT ********

HOMEMADE PIE (Slice).....$1.75
HAAGEN DAZ ICE CREAM(Scoop)$ .75
- Strawberry
- Chocolate
- Vanilla

***** ASK ABOUT OUR TEXAS WINES & IMPORTED MEXICAN BEER *****

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GOOD EVENING...WELCOME TO THE GAGE HOTEL

THE GAGE HOTEL

(915) 386-4205
Marathon, Texas 79842

******** APPETIZERS *********

CHILI CON QUESO.....$1.75

NACHOS.....$1.75

********** SALADS **********

DINNER SALAD.....$1.50

CHEF SALAD.....$3.50

FRUIT SALAD PLATE.....$3.75

CHICKEN SALAD PLATE.....$3.75

****** MEXICAN DINNERS ******

BEEF FAJITAS.....$8.95

CHICKEN FAJITAS.....$8.95

CHEESE ENCHILADAS
- red chili sauce.....$5.95

CHICKEN ENCHILADAS
- green chili sauce $6.95

CHILI RELLENOS (cheese) $7.95
- WITH RANCHERO SAUCE.....$8.25

The above served with dinner salad, Mexican rice and beans.

********** DINNERS **********

PESCADO VERA CRUZ
Filet of Cod marinated in lime juice, then sauteed in a mild ranchero sauce.....$11.95

PESCADO ASADO
Filet of Cod marinated in lime juice, then broiled to perfection.....$11.95

FRIED CATFISH
A southern favorite. Farm raised catfish filet dipped in corn meal and deep fried.....$8.95

SAUTEED CHICKEN BREAST
Boneless breast of chicken, sauteed in butter with wine, herbs, artichoke hearts, mushrooms, black olives, onions and bell peppers $9.75

POLLO A LA PARRILLA
Boneless breast of chicken grilled to perfection and garnished with pineapple slices $8.75

BREWSTER COUNTY RIB EYE (8 oz.)
Choice rib eye steak cooked to order and garnished with a green chili and onions.....$10.95

BREWSTER COUNTY T-BONE (16 oz.)
A USDA choice T-Bone cooked to order and garnished with a green chili and onions $14.95

CHICKEN FRIED STEAK
A Texas tradition. Cube steak dipped in buttermilk batter and deep fried.....$7.95

The above served with dinner salad, fresh vegetable, oven baked potato and dinner rolls.

********* BEVERAGES *********

COFFEE.....$ .50

TEA..... $ .60

SODA.....$ .75

MILK.....$ .50/1.00

JUICE.....$ .50/1.00

********** DESERT **********

HOMEMADE PIE (Slice).....$1.75

HAAGEN DAZ ICE CREAM (Scoop) $ .75
- Strawberry
- Chocolate
- Vanilla

***** ASK ABOUT OUR TEXAS WINES AND IMPORTED MEXICAN BEER *****

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THE GAGE HOTEL

(915) 386-4205
Marathon, Texas 79842

Groups Menu

BREAKFAST BUFFET

Scrambled Eggs
w/Onions & Tomato
Sausage or Bacon
Cottage Fried Potatoes
Tortillas & Salsa
Juice
Coffee or Tea
Tax & Gratuity
Included

$4.50 per Person

COFFEE BREAK

Blueberry Muffins
w/Butter
Fresh Fruit
Coffee or Tea
Tax & Gratuity
Included

$1.95 per Person

MEXICAN BUFFET

Cheese Enchiladas
Beans
Rice
Tossed Salad
Chips & Salsa
Homemade Cake
Coffee or Tea
Tax & Gratuity
Included

$5.50 per Person

B-B-Q CHICKEN BUFFET

Chicken
Beans
Rice
Cole Slaw
Cucumber Salad
Chips & Salsa
Homemade Cake
Coffee or Tea
Tax & Gratuity
Included

¼ Chicken $6.95
½ Chicken $7.95

FAJITAS BUFFET

Fajitas
Beans
Rice
Tossed Salad
Chips & Salsa
Homemade Cake
Coffee or Tea
Tax & Gratuity
Included

$8.50 per Person

B-B-Q BRISKET BUFFET

Brisket
Beans
Rice
Cole Slaw
Cucumber Salad
Chips & Salsa
Homemade Cake
Coffee or Tea
Tax & Gratuity
Included

$8.95 per Person

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THE GAGE HOTEL
(915) 386-4205
Marathon, Texas 79842

"MAKE YOUR OWN" SANDWICH BUFFET

Ham & Turkey
Cheese
Lettuce, Tomato & Onion
Cole Slaw
Country Potato Salad
Dilled Cucumber Salad
Cottage Cheese & Pineapple Salad
Chips & Salsa
Homemade Cake
Coffee or Tea
Tax & Gratuity Included

$6.50 per Person

SALAD BUFFET

Chicken Salad
Tossed Garden Salad
Country Potato Salad
Cucumber Salad
Waldorf Fruit Salad
Bread & Crackers
Chips & Salsa
Homemade Cake
Coffee or Tea
Tax & Gratuity Included

$5.95 per Person

*To confirm reservations for these meals, we must receive a $100.00 deposit per group 30 days in advance of the reservation date.

*We also ask that you supply us with an accurate count of the number of meals that we will be serving to your group no later than 2 weeks before your arrival.

*Cancellations must be made 2 weeks before your reservation date in order to receive a full refund.

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THE GAGE HOTEL

Marathon, Texas 79842

BUILT 1928 - IN THE TRADITION OF THE TRANS PECOS
RESTORED 1982 - BY INSPIRATION OF THAT TRADITION

HISTORY

In 1878 18-year old Alfred Gage left his native Vermont and set out to make his fortune in the wide-open spaces of West Texas. He found work as a cowhand in the Panhandle. Later, he and his two brothers organized the Alpine Cattle Company at McKinney Springs, Texas, south of Marathon in Brewster County.

By 1920 Gage was a prosperous banker, businessman and rancher living in San Antonio. Famous throughout the country for his shrewd business mind, Gage made frequent trips to Marathon to check on his nearby 500,000 acre ranch. There were few adequate accommodations in this bustling ranching and mining center, so Gage decided to build a hotel which would serve as his operations headquarters when he was away from home.

He engaged the widely acclaimed architectural firm of Trost & Trost to build a hotel in the tradition of the El Paisano at Marfa and the El Capitan in Van Horn. He also employed the firm's contractor, Ponfords & Sons of El Paso, who built a hotel hailed as "being modern in every respect."

It was opened in 1927 at the corner of Avenue C and Highway 90. It was simply designed yet an elegant two story brick structure. Ranchers and cattlemen of West Texas welcomed the new hotel, and for many years it was a renowned way station for scores of travelers in this widespread sparsely populated grazing and mining land.

Unfortunately, Gage was not to enjoy the success of the hotel that bore his name; he died the year after it was opened.

Decades later, there were several attempts to make the building a museum, but the once bustling hotel remained idle and neglected. Ownership changed several times before being purchased in 1978 by J. P. and Mary Jon Bryan of Houston.

TODAY

Restoration of the historic Gage Hotel is complete. The restoration followed the original blue prints as closely as possible. Every effort has been made to recreate an atmosphere of the cattle-dominated Trans Pecos at the turn of the century. The Hotel provides a retreat characteristic of a quieter yet exciting time during the settlement of Texas' last frontier.

Located in Marathon, Texas; the official Gateway to Big Bend National Park, the Gage Hotel offers today's traveler traditional accommodations in 19 restored bedrooms, fine dining and genuine old west hospitality.

FOOD SERVICES

The Staff at the Gage Hotel takes pride in their food and offers a wide variety of items on an ever-changing menu designed to reflect the seasons and availability of fresh foods. A complete Catering Program is also available.

The Gage specializes in the unique border cuisine of West Texas. An extensive Wine List and imported beers are available. During peak season the Restaurant is open for breakfast, lunch and dinner.

TOURS

The Gage can help you book a wide variety of Tours and Activities in the Trans Pecos region of Texas and Mexico. These Tours include float trips through the canyons of the Rio Grande, horseback trips into the mountains of Texas and Mexico, and West Texas hunting for antelope, mule deer, exotic sheep and birds.

FOR RESERVATIONS CALL:
(915) 386-4205
Reservations are required during peak periods.
Room rates from $30.00

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FURNISHINGS & INTERIORS DESIGN

The antiques and artifacts in the Gage Hotel were acquired by Mr. & Mrs. J. P. Bryan and Mr. George O. Jackson, Jr. of Houston, Texas. The interior design and assemblage is by Mr. George O. Jackson, Jr.

The Tarahumara Indian Culture has its roots in prehispanic times. These people once settled in parts of West Texas but the mainstream of the culture is now located in the northern Mexican states of Chihuahua and Coahuila.

ARTIFACTS - FRONT ROOM LOBBY

1. The long table in the living room was built in England in 1888, the same year that Brewster County was organized.
2. The leather trunk under the table is from Peru and is from the 19th century Spanish-Colonial period.
3. The sling shot looking device is a Tarahumara Rope Maker. Cowhides are sliced into long thin rawhide strips which are attached to the hook on the end and pleated together to form a rope. The rawhide is usually wet which makes it very pliable and causes the leather to form together as it shrinks when it dry's. The base was fabricated by Mr. Tony Aguilar, Jr., Marathon, Texas.
4. The brown rocks in the copper pot are locally called "Bombitas" and are volcanic in origin.
5. The round rocks in the other copper pot are geodes and come from the state of Chihuahua in Northern Mexico.
6. The primitive Mexican colonial table and bench are ca. mid 19th and are from a ranch in the state of Zacatecas in north central Mexico.
7. The pigskin furniture is made in Tlaquepaque, Jalisco, Mexico.
8. The alligator whose tanned hide is nailed to the wall was killed in Brazoria County, Texas in the early 1950s by the owner of the Gage Hotel, Mr. J. P. Bryan, Jr. and his father J. P. Bryan.
9. The rock that you see which resembles a snake's head is just that and was acquired at the Rock Shop in Study Butte.
10. The tiles that surround the fireplace represent some of the oldest registered brands in Brewster County and Texas. The center brand, the V-6 belonged to Mr. James Perry Byran who was the grandson of Stephen F. Austin's sister, and is one of the oldest registered brands in Texas. Mr. James Perry Bryan was J. P. Bryan, Jr.'s great grandfather.
11. The saddle on the left of the fireplace is from Fort Collins, Colorado and is a ca. 1889.
12. The Mastodon bone on the mantle was found in a dried salt lake in the state of Coahuila, northern Mexico.
13. The ceremonial swords on the wall over the mantle are Tarahumara and are used in ceremonial dances which occur in the Semana Santa (Holy Week) preceeding Easter Sunday.
14. The large breakfront came from the Gage Inn in England. Most of the bowls and pots in the breakfront were made by the Tarahumara as are the rest which you will see around the Hotel. (The redder - more oval shaped pots are made by the Tepehuan Indians in Chihuahua.)
15. The metal table with a screen looking top is for shearing sheep.
16. The metal coat rack is a broken harrow (a harrow is pulled behind a tractor to break up dirt clods.)
17. The metal spurs in the center window are mostly 19th century Mexican colonial.
18. The sabers are Spanish made and were used by the Mexican Cavalry during the Revolution.
19. The plants mostly are Cyads - the mother of the palm on the evolutionary scale and populated the earth during the carboniferous era 350,000,000 years ago. See PLANTS for name.
20. The primitive wooden bowl is Mexican ranchwear.
21. The bullhead was carved from solid mesquite.
22. The Mexican colonial table at the end of the hallway is 19th century and holds pots made by the Tarahumara culture. The pots under the table are from the Tepehuan culture.
23. The saddleblankets are handwoven from cotton and wool.

PLANTS

DINING ROOM: Ceratozamia Mexicana native to tropical Mexico and Central America.
LOBBY: Zamia Furfuracea in brown glazed pot with cardboard leaves - native to Veracruz, Mexico.
Encephalartos Ferex - wide thorned individual leaves - native to tropical Mexico.
Dion Edulae - many sharp leaved frond in round low pot - native to tropical Mexico.
Dion Purposil - many sharp leaved frond with large head in taller straight sided pot is native to same areas as D. Edulae.
There is also a type of Dracaena which is commonly referred to as a Pony Tail Palm.
The plant near the bar door is a Bouganvilla.
The plant in the bar is a Pandanus or "Screw Pine."

THE BAR

1. On the wall is a Yaqui Indian Altar.
2. The roulette style "Chusa" game is ca.1890 and is from Cusihuiriachi, Chihuahua, a 19th century mining town in the Barranca del Cobre. The game is played by picking odd or even (as per the dots on the board) and throwing all of the balls against the side of the game so that they will roll around the board to finally fall into the center. The number of balls which fall on the pins, whether odd or even, determines the winner.
3. The pine bar is ca. late 19th century and was once an altar in a Mexican church.
4. The "wine rack" was the original Post Office for Murpheysville, Texas - now Alpine.
5. The old saddles are ca. late 19th and early 20th century. The ropes and belts were woven by the Tarahumara.
6. The blanket on the wall is from the Tarahumara Culture.
7. The rocks are:
   Brown & white - "cold water quartz" supposed to be rare and was acquired at the Woodward Rock Ranch.
   The petrified wood was donated by Mr. Cecilio Acosta of Marathon.
8. Tarahumara Indian made corn crib. Used by Indians to store corn off ground - also the cobs are inserted longwise into holes between rawhide strips and beaten through with sticks - this removes kernels from the husks.

DINING ROOM

1. The drums hanging over the entrance to the Dining Room are Tarahumara.
2. The ribboned wall hangings are made from fringed Mexican fabric and ribbons and were designed by George O. Jackson, Jr.
3. The stalks coming out of the leather grain bucket in the corner are a mixture of Sotol and Lechuguilla.
4. The plant is a Cyad, Ceratozamia Mexicana. The base was designed by a collaboration between George O. Jackson, Jr., and Mr. Tony Aguilar, Jr., of Marathon who also built it.
5. The wire baskets in the corner are called Buden Baskets. The same goes for the other rawhide ones in the room. They are all made by the Tarahumara.
6. The paintings are by Alpine artist Hal Brudi who is self taught. Mr. Brudi is a ship's navigator who spends 6 months a year at sea. He does most of his paintings while on these voyages.
7. The wire contraption on the wall over the kitchen door is a quail trap which was woven by the Mennonite people.

BEDROOMS

1. The large 4 poster bed was made at Nacogdoches, Texas in 1847.
2. The Saints are colonial Mexican ca. 19th century.
3. The reverse painting of Christ is primitive.
4. The black cross is Mennonite.
5. The bedspread was woven in the state of Michoacan, Mexico.

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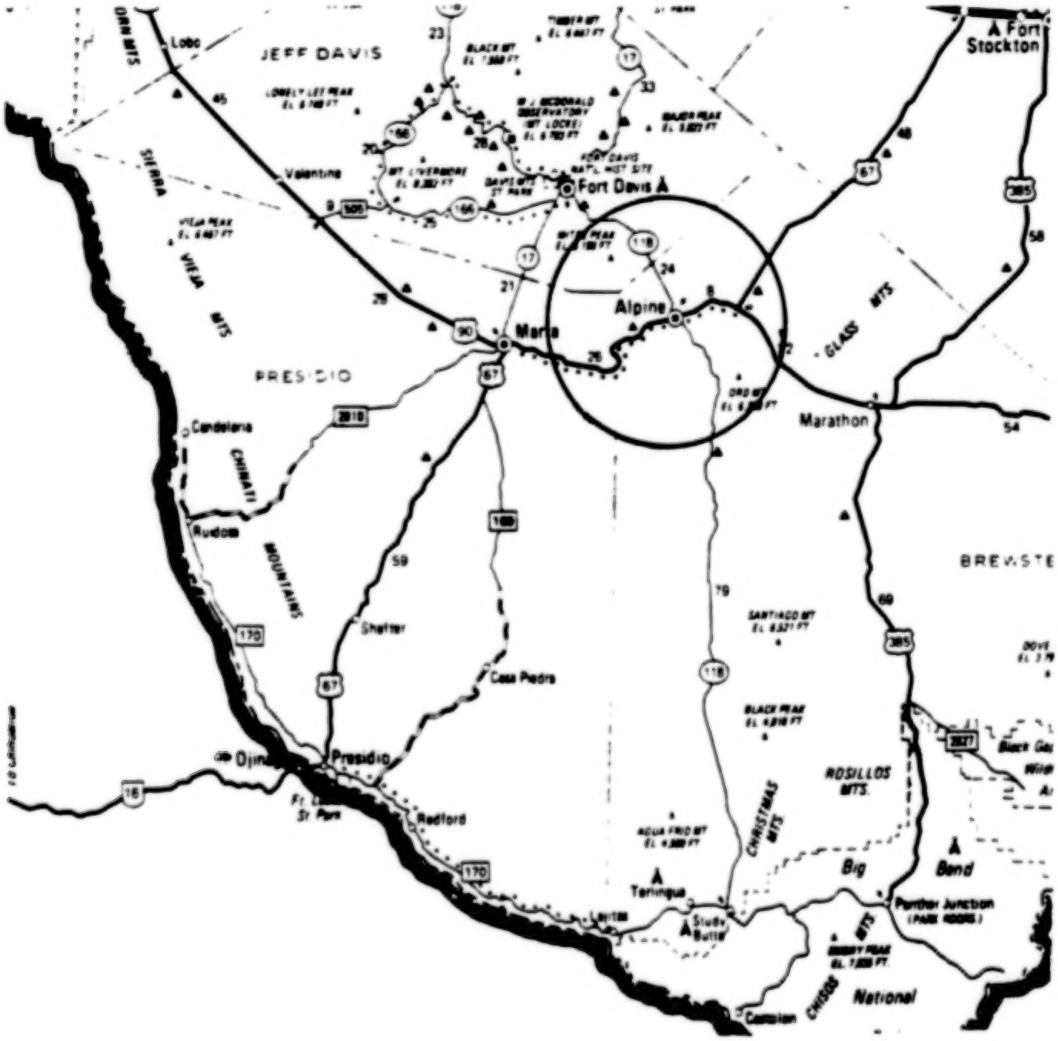
ALPINE, TEXAS

Alpine is located in the midwestern portion of Texas approximately 65 miles southwest of Fort Stockton and 80 miles north of Big Bend.

Alpine, situated in a vast mountainous area of 5,935 square miles, is a retail center and shipping point for a huge ranching area, headquarters for mining companies, and home of Sul Ross State University. Visitors to the area enjoy golfing, mountain climbing, horseback riding, swimming, camping, rock and mineral collecting, and in-season hunting of deer, antelope and game birds.



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THE SUNDAY HOUSE MOTOR INN

Contact: Maurine Devoll
E. Highway 90, Box 578
Alpine, Texas 79830
Phone: (915) 837-3363

Number of Rooms: 80 rooms

Food Service: 100-seat, full-service restaurant and coffee shop (beer and wine)
Leased out

Operating Season: Year-round

Occupancy: Peak 85%
Off 55%

Age: April 1981 (7 years)

Construction: Wood-frame, 1-2 story

Peak Season: April-October (6 months)

Ratings: AAA - 2 diamond

Peak-Season Clientele: Tourists, families, tours, and commercial (percentages not available)

Average Length of Stay: 1-2 nights

Major Credit Cards Accepted: Yes

Other: Swimming pool and Jacuzzi, private club with full liquor service (guests are provided free membership), call collect for advance room reservations; picnic area.

Rooms: Standard motel rooms (king, doubles, and singles); large motel rooms and smaller commercial rooms; some wallpaper, telephone, television. No upgrade amenities.

Location: Situated 80 miles north of Big Bend via Texas Highway 118. Alpine is a retail center and shipping point for a huge ranching area, headquarters for mining companies, and home of Sul Ross State University. A popular vacation area. In-town location.

Comparability: The motel rooms and restaurant at this facility are considered to be a good comparable to the facilities at Big Bend; however, because the food service portion of this operation is "leased out," it is recommended that this facility not be used as a comparable until such time as the entire operation falls under the same management.

The Sunday House Motor Inn

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS ____
75 TO 150 ROOMS 80 Rooms (King, Double, Single)
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: 85% (Apr-Oct)
Off: 55% (NOV-MAR)

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X - Large rooms
SINGLE STORY ATTACHED X - Smaller commercial rooms
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): APR-OCT (6 mos.)

COMPETITION (MILES & #): 1/4 mile
5 other motels in town

SIMILAR SETTING OF AREA: in-town location

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 1-2 Nights
(TOURIST, CONVENTION, FAMILIES, ETC.):
Families
Tourists
Tours
Commercial
} no %'s available (50% repeat business)

SIMILAR AGE OF FACILITY: April 1981 (7 yrs.)

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: EL PASO - 291 Miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) none

NUMBER OF EMPLOYEES: 14 year-round (significant turnover): Part-Time
4 year-round: Full-Time

HOUSING OF EMPLOYEES: none

RATINGS OF OTHER ORGANIZATIONS: AAA - 2 Diamond

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	The Sunday House Comparable Motor Inn	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge		X			
- extra charge					
Telephone					
- direct dial		X			
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated					
- outdoor/not heated (+ Kiddie Pool & Jacuzzi)		X			
- pool deck/patio area		X			
Retail Facilities					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities					
- cafeteria					
- full-service dining room (Leased-Out)		X			
- fast-food					
- bar (Private Club - Guests have membership free) (Full liquor service)		X			
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites					
- rooms adapted for handicapped (1 Room)		X			
- conference or meeting rooms		X			
- rooms with kitchens					
Vending					
- in-room					
- common area (Coke machines + ice)		X			

- Some wallpaper
- pool & Jacuzzi

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	Concessioner	The Sunday House Comparable Motor Inn	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges (Golf Course 1 1/4 miles away)					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (Employee will assist upon request)					
Valet Parking					
Room Service		X			
Entertainment (occasionally)					
Medical Assistant/RN on Duty (1-Mile to Hospital)					
Audio Visual/Movies					
Make Other Reservations		X			
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours		X			

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- picnic area

FOOD SERVICE

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is present)		COMPARABLES			
	Concessions	The Sunday House Mom Inn			
Facility Related					
Carpeting (Dining Room-Yes/Coffee Shop - No)		X			
Booths					
Counter Seats					
Provisions for the Handicapped (Partial)					
Comfort Related					
Smoking/Non-Smoking Areas		X			
Air Conditioning		X			
Recorded Music					
Live Entertainment/Stage					
Service Related					
Flowers or Plants on Tables					
Take-out Service Available		X			
Liquor License Held					
- Wine and Beer		X			
- Spirits					
Caters to Tour Groups and Organizations		X			
Major Credit Cards Accepted		X			
Linen Tablecloths (Dinner) (Restaurant) *		X			
Glass vs. Paper Cups or Plastic Cups					
Stainless or Silverplated Tablesetting vs. Plastic					

More features may be added as they are observed during the comparability review, i.e., toothpicks, mints, wetnaps, and so on.

* paper mats in coffee shop

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FOOD COMPARABLES

FOOD SERVICE TYPE: FAST FOOD

STAND-UP	
SIT-DOWN	X
CARRY-OUT	X
PAPER SER	
TABLE SER	X
COFFEE SHOP	X
BUFFET	X – (with salad bar - daily for lunch)
CAFETERIA	
INFORMAL D.R.	X
FORMAL D.R.	

SIMILAR SALES MIX (ALCOHOL TO FOOD): 10% alcohol (wine & beer only)

SIMILAR NUMBER OF SEATS: 100 (total for restaurant & coffee shop

SIMILAR MENU:

FAST FOOD
SANDWICHES X
FAMILY STYLE – yes, by arrangement
ETHNIC - mexican
LIMITED
SPECIALTY ITEMS
STANDARD OFFERINGS X

SIMILAR NUMBER OF MEALS:

BREAKFAST	X	6A - 11A	(Lots of motel guests)
LUNCH	X	11A - 2P	(Lots of locals for lunch)
DINNER	X	5P - 10P	(Lots of motel guests)

COMPETITION: Restaurant next door

PROXIMITY OF SUPPLIERS: Midland, Abilene, ALB, N.M. (charges for delivery are built into contract)

SEASONALITY (75% OF BUSINESS): year-round

NUMBER OF EMPLOYEES: 15

GET A MENU

- Restaurant leased out for operation (verbal contract)

Lessee: Judith Joseph
Sundown Home

915 - 837 - 9812

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Typical motel room

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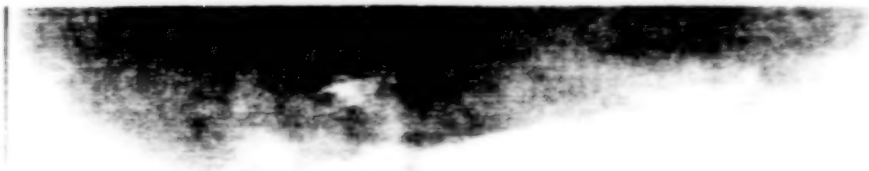

THE

SUNDAY HOUSE

MOTOR INN

ALPINE TEXAS

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SIESTA COUNTRY INN

Contact: Larry and Jeanne Novaks
1200 E. Holland
Alpine, Texas 79830
Phone: (915) 837-2503

Number of Rooms: 21 rooms (some kitchenettes)

Food Service: None

Operating Season: Year-round

Occupancy: Peak 75%
Off 60%

Age: 1939 (49 years)

Construction: Adobe and masonry, one story

Peak Season: May

Ratings: None

Peak-Season Clientele: Tourists, families, commercial

Average Length of Stay: 1-2 nights

Major Credit Cards Accepted: Yes (MasterCard and Visa)

Other: Swimming pool, trailer spaces available.

Rooms: Thirteen doubles, six singles, and two two-bedroom large family rooms (apartments) which sleep six people. Standard rooms, some kitchenettes, some nice oak furniture, wood paneling, kings and doubles, some marble top furniture, rocking chairs, nice homey touches in rooms.

Location: Situated 80 miles north of Big Bend via Texas Highway 118. Alpine is a retail center and shipping point for a huge ranching area, headquarters for mining companies, and home of Sul Ross State University. A popular vacation area. In-town location.

Comparability: The standard motel rooms, without kitchenettes, are considered to be a good comparable to the concessioner's overnight accommodations at Big Bend; however, based on the small number of rooms, it is recommended that this facility be used as a comparable only if facilities with a greater number of rooms cannot be located.

Siesta Country Inn

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 21 Rooms (includes 6 singles & 2 lg. rooms (Apts.) which sleep 6 people ea.)
75 TO 150 ROOMS ____
OVER 150 ROOMS ____
(some kitchenettes)

IN-SEASON OCCUPANCY RATES: 75%
Off: 60% (Dec & Jan)

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED X
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): May (?)

COMPETITION (MILES & #):
5 other motels in town

SIMILAR SETTING OF AREA: in-town location

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 1-2 Nights
(TOURIST, CONVENTION, FAMILIES, ETC.):
Tourists - Very Few
Families
Commercial
(25% Repeat Business)

SIMILAR AGE OF FACILITY: 1939 (49 yrs.)

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR X
" " UNFINISHED INTERIOR ____
FRAME/WOOD ____
CANVAS ____
adobe X

REMOTENESS (DISTANCE FROM SUPPLIERS: Houston, TX - 551 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) none

NUMBER OF EMPLOYEES: 3 (owners + 1 other person)

HOUSING OF EMPLOYEES: Yes

RATINGS OF OTHER ORGANIZATIONS: None

- Trailer spaces available.

LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Siesta Country Comparable Inn	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge		X			
- extra charge					
Telephone					
- direct dial (Pay telephones only)					
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated					
- outdoor/not heated		X			
- pool deck/patio area		X			
Retail Facilities					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities none					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control (in 1/2 of the rooms)		X			
- shower or bath in each (1/2 of the units have shower only)		X			
- suites					
- rooms adapted for handicapped					
- conference or meeting rooms					
- rooms with kitchens (11 rooms)		X			
Vending					
- in-room					
- common area (Soft drinks & ice)		X			

- wood paneling, some nice oak furniture (some with marble tops), rocking chairs, body shampoo in bath, table skirts and artificial flowers, kings and doubles, smoke detectors, wall furnaces, plastic glasses, nice homey touches in rooms.

- Kitchenettes - $25.00/night (single rate)

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	Concessioner	Sierra Country Comparable Inn	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts (available across the street - not owned by motel)					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (Employee will assist upon request)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty (4 BLKS. to Hospital)					
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted (MC + VISA)		X			
Registration Office Open 24 Hours		X			

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- Transportation to airport/train provided.

- No Food Service on-site.

Office, lower area

Motel room and swimming pool

Motel rooms

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Typical motel rooms

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Kitchenette units

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BIEN VENIDO MOTEL

Contact: Chiman Wachhani, Manager
809 E. Holland
Alpine, Texas 79830
Phone: (915) 837-3454

Number of Rooms: 40 rooms (five rooms have kitchenettes) (suites-connecting rooms)

Food Service: None

Operating Season: Year-round

Occupancy: Peak 50%
Off 25-35%

Age: 30+ years

Construction: Block, wood-frame, two-story

Peak Season: March-April/July-August/October (five months)

Ratings: None

Peak-Season Clientele: Tourists, families, tours, commercial

Average Length of Stay: 1-2 nights

Major Credit Cards Accepted: Yes

Other: Swimming pool

Rooms: Standard motel rooms with mostly one or two double beds, new carpeting and bedspreads, smoke detectors, some showers only, ceramic tile in bathrooms, some wood paneling, some painted concrete block inside walls. No upgrade amenities.

Location: Situated 80 miles north of Big Bend via Texas Highway 118. Alpine is a retail center and shipping point for a huge ranching area, headquarters for mining companies, and home of Sul Ross State University. A popular vacation area. In-town location.

Comparability: The standard motel rooms, without kitchenettes, are considered to be a good comparable to the concessioner's overnight accommodations at Big Bend; however, based on the small number of rooms, it is recommended that this facility be used as a comparable only if facilities with a greater number of rooms cannot be located.

NOTE: Some areas of the facility need routine general maintenance. The park should consider this factor in any rate approval process.

Dien Venido Motel

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 40
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

(14 - double/doubles
15 - one double bed
1 - 2 single beds
3 - king bed
4 - queen bed
3 - family units)

5 units have kitchenettes

IN-SEASON OCCUPANCY RATES: 50%
off: 25-35%

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): MAR-APR / JUL-AUG / OCT (5 mos.)
(MAY-JUN: Fairly good months for occupancy)

COMPETITION (MILES & #):
5 motels in town

SIMILAR SETTING OF AREA: in-town location

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 1-2 Nights
(TOURIST, CONVENTION, FAMILIES, ETC.):
Tourists/Families = 40%
Tours
Commercial

SIMILAR AGE OF FACILITY: 30+ yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR X BLOCK
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: EL Paso - 291 Miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None

NUMBER OF EMPLOYEES: 2

HOUSING OF EMPLOYEES: yes

RATINGS OF OTHER ORGANIZATIONS: None

- Swimming pool
- No Food Service

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Bien Venido Motel Comparable	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge					
- extra charge					
Telephone					
- direct dial (Pay telephone)					
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated					
- outdoor/not heated		X			
- pool deck/patio area		X			
Retail Facilities (None)					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities					
- cafeteria (next door - separate owner)					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control (Gas Heaters)		X			
- shower or bath in each (some showers only)		X			
- suites (connecting rooms only)					
- rooms adapted for handicapped					
- conference or meeting rooms					
- rooms with kitchens (5 rooms)					
Vending					
- in-room					
- common area (soft drinks & ice)		X			

- wall furnaces, plastic glasses, smoke detectors, ceramic tile in bathrooms.
- Colored & patterned sheets, some wood paneling, some painted concrete block inside walls, nice suites-connecting rooms.

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	Concessioner	Bien Venido Motel Comparable	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (Employee will assist upon request)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours		X			

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

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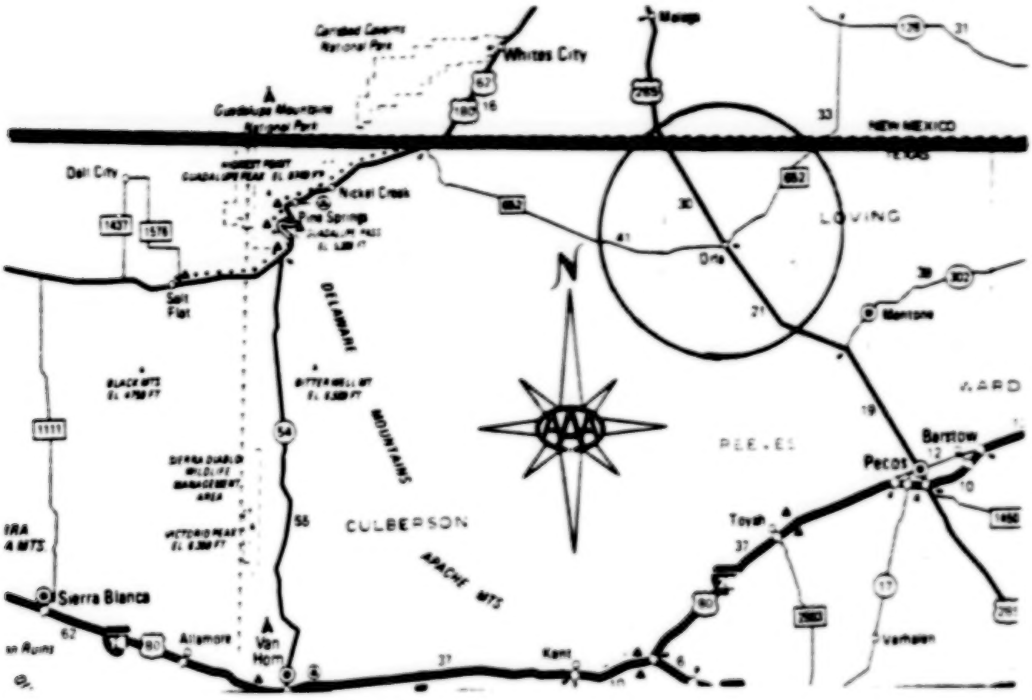
RED BLUFF LAKE, TEXAS

Red Bluff Lake is located in the midwestern portion of Texas approximately 43 miles north of Pecos, just south of the Texas/New Mexico border, and approximately 205 miles northwest of Big Bend National Park's northeast entrance.

Red Bluff Lake is a water conservation/irrigation project on the Pecos River. The lake provides a variety of water-related recreational sports including boating and fishing.



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RED BLUFF LAKE, TEXAS

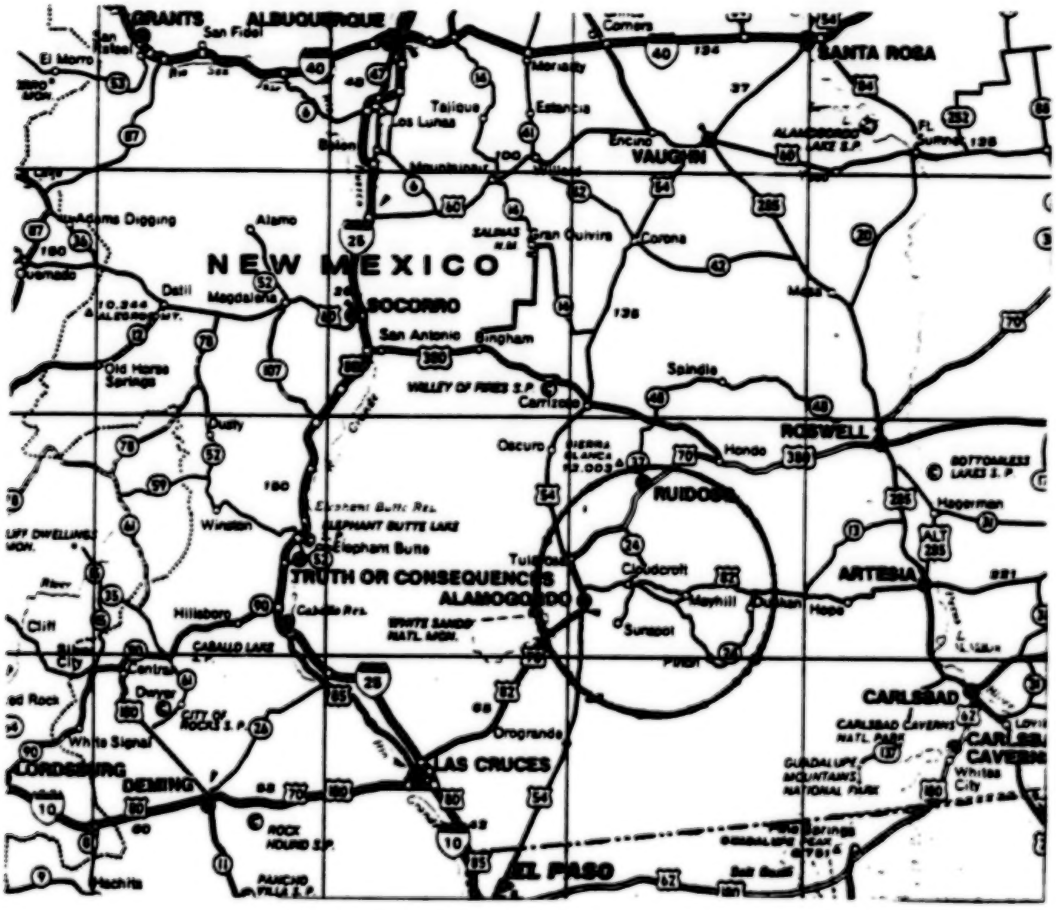
This was a drive-through review only. The development consists of a marina and one small hotel (estimated 10 rooms) with a restaurant. The facility was closed during this visit. The remainder of the area is a conglomeration of old house and camper trailers and summer homes, the majority of which do not appear to be well maintained. The area is posted "private land -- entrance by permit only."

The review was not completed as the drive-by revealed that the development was not comparable with the concession-operated facilities at Big Bend.

CLOUDCROFT, NEW MEXICO

Cloudcroft is located in southeastern New Mexico approximately 225 miles southeast of Albuquerque and 400 miles northwest of Big Bend National Park.

Located at the summit of the Sacramento Mountains, Cloudcroft is surrounded by 215,000 acres of the Lincoln National Forest. Situated at an altitude of 9,000 feet with an average snowfall of 75 inches, the average summer temperature is in the mid-seventies. Cloudcroft boasts of having the southernmost ski area in the United States, with 26 trails, one chair lift, and snowmaking equipment. Snowmobiling and ice skating are also popular winter activities. Summer sports include golf, horseback riding, tennis, hiking, fishing, and camping.



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THE LODGE AT CLOUDCROFT

Contact: Judy Montoya, Innkeeper
P.O. Box 497
Cloudcroft, New Mexico 88317
Phone: (505) 682-2566

Number of Rooms: 47 rooms

Food Service: 120-seat, full-service restaurant and two lounges

Operating Season: Year-round

Occupancy: Peak 80+%

Age: 1899 - original construction
1987-88 - renovated

Construction: Wood-frame and masonry

Peak Season: May-October, November-December, February-March (10 months)

Ratings: AAA - 3 diamond

Peak-Season Clientele: Tourists and families - 60%
Corporate - 30%

Average Length of Stay: 2 nights

Major Credit Cards Accepted: Yes

Other: Pool, sauna, hot tub, golf course.

The lodge is a historic railroad-era hotel with a unique arrangement of one-of-a-kind bedrooms, parlors, and sitting rooms recently refurbished in "country inn" decor with numerous unusual antiques. The lodge features a five-story copper tower with a panoramic view and a basement saloon established in 1932.

Rooms: The rooms are various sizes and shapes with individual upgraded furniture and fixtures in a "country-inn" decor. Rooms feature a double(s), queen(s), or king bed(s), and accommodations are for 2 to 4 people. Suites sleep 6 to 8 with a sofa sleeper and/or daybed. Some fireplaces in rooms. Some rates include a continental breakfast.

Location: A 9,000 foot elevation in a wooded, panoramic setting. Cloudcroft is primarily a destination resort area located at the summit of the Sacramento Mountains.

Comparability: This facility is not considered to be a good comparable to the concession-operated facilities located at Big Bend based primarily on the upgraded level of facilities and services which are not similar to those provided at the park.

The Lodge at Cloudcroft

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 47 (Doubles, Queens[6], Kings[12], 7 Suites)
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: 80+% (also have 2 condos available for rent)

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) X
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): MAY-OCT
NOV-DEC + FEB-MAR (10 mos.) (Dec. is also sold out in advance)

COMPETITION (MILES & #):
35 miles to another full-service resort.

SIMILAR SETTING OF AREA:
mountain area - 9200' elevation

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2-Nights
(TOURIST, CONVENTION, FAMILIES, ETC.):
Tourist: 30%
Families: 30%
Corporate: 30% — Conference + meetings (60% Returning Guests)

SIMILAR AGE OF FACILITY: 1899: Original Construction
Renovated: 1987-88 1911: Reopened + rebuilt after fire destroyed the lodge.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR X
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: ALB, N.M. - 200 Miles
El Paso, TX - 100 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) Regional
Great Inns of the Rockies

NUMBER OF EMPLOYEES: Lodge + Restaurant 90-120

HOUSING OF EMPLOYEES: None

RATINGS OF OTHER ORGANIZATIONS: AAA - 3-Diamond

- Pool, sauna, hot tub, golf course

OWNER: Jerry Sanders

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	The Lodge or Comparable Cloudcraft	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge					
- extra charge					
Telephone					
- direct dial		X			
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated		X			
- outdoor/not heated					
- pool deck/patio area		X			
Retail Facilities					
- gifts/souvenirs (Jewelry & Gift Shops)		X			
- personal needs/drugs		X			
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)		X			
Restaurant/Bar Facilities					
- cafeteria					
- full-service dining room		X			
- fast-food					
- bar (2)		X			
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites (7)		X			
- rooms adapted for handicapped					
- conference or meeting rooms (40-100 people)		X			
- rooms with kitchens (only in Condo rentals)					
Vending					
- in-room					
- common area		X			

-The lodge is a historic railroad-era hotel with a unique arrangement of bedrooms, parlors & sitting rooms. The lodge features a 5-story copper tower with a panoramic view, and a basement saloon (established in 1932). No one room in the lodge is exactly like another. All rooms have been refurbished in "country inn" decor with numerous unusual antiques as well as "reproductions".

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	Concessioner	The Lodge at Cloudcroft	Comparable	Comparable	Comparable
Fireplaces					
- in common areas (4 being used)		X			
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges (Par 3 Golf course on-site)		X			
Convenience/Comfort Related					
Air Conditioned Guest Rooms					
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (Peak Season - 2 Employees)		X			
Valet Parking (Peak Season + Holidays)		X			
Room Service		X			
Entertainment (6 Nights a wk year-round)		X			
Medical Assistant/RN on Duty (6 employees First Aid Certified)*		X			
Audio Visual/Movies					
Make Other Reservations		X			
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours		X			

* medical Facilities: 20 miles

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- Luxurious suites
- nice landscaping.

FOOD COMPARABLES

FOOD SERVICE TYPE: FAST FOOD
STAND-UP ____
SIT-DOWN X
CARRY-OUT ____
PAPER SER ____
TABLE SER ____
COFFEE SHOP X
BUFFET X Sunday Brunch
CAFETERIA ____
INFORMAL D.R. ____
FORMAL D.R. X

SIMILAR SALES MIX (ALCOHOL TO FOOD): 40% Alcohol

SIMILAR NUMBER OF SEATS: 120

SIMILAR MENU: FAST FOOD
SANDWICHES
FAMILY STYLE - only when catered
ETHNIC - all types
LIMITED
SPECIALTY ITEMS
STANDARD OFFERINGS

(2 Chefs : Both Gold Metal Winners)

SIMILAR NUMBER OF MEALS:
BREAKFAST X 7A - 11A
LUNCH X 11:30A - 2:30P
DINNER X 5:30P - 9:30P

COMPETITION: 2+ in area

PROXIMITY OF SUPPLIERS: El Paso, ALB, Alamogordo

SEASONALITY (75% OF BUSINESS): same as hotel

NUMBER OF EMPLOYEES: 70 of total listed for entire complex

GET A MENU Attached

- Continental cuisine, elegant country inn atmosphere.

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FOOD SERVICE

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is present)	COMPARABLES				
	Concessions	The Lodge at Glouldrop			
Facility Related					
Carpeting		X			
Booths					
Counter Seats					
Provisions for the Handicapped (including restrooms)		X			
Comfort Related					
Smoking/Non-Smoking Areas		X			
Air Conditioning					
Recorded Music		X			
Live Entertainment/Stage		X			
Service Related					
Flowers or Plants on Tables (Fresh cut)		X			
Take-out Service Available					
Liquor License Held					
- Wine and Beer (Lounge & Saloon)		X			
- Spirits		X			
Caters to Tour Groups and Organizations		X			
Major Credit Cards Accepted		X			
Linen Tablecloths (Dinner) & napkins		X			
Glass vs. Paper Cups or Plastic Cups		X			
Stainless or Silverplated Tablesetting vs. Plastic		X			

More features may be added as they are observed during the comparability review, i.e., toothpicks, mints, wetnaps, and so on.

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Front view of main lodge building

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A Brief History of the Lodge

Originally constructed in 1899 by the Alamogordo and Sacramento Mountain Railway as a byproduct of the railroad's search for timber for railway ties, the resort of Cloudcroft became an immediately successful mountain retreat . . . a cool reprieve to thousands of over-heated Texans. (Remember that New Mexico, Oklahoma and Arizona were not states at the time.) Owned and operated by the railroad, the resort's initial building was a pavilion (now the Pavilion Inn) with kitchen, dining room, reception and ballroom.

As the actual log-constructed Lodge neared completion in 1899, an article in the Albuquerque Journal-Democrat reported, "This beautiful building will be known as Cloudcroft Lodge and its interior will be furnished with a lavish hand, yet in keeping with the character of the place. Fireplaces, with wide, hungry mouths, will sparkle and crackle and dart forth welcome tongues of flame to hundreds of merry guests, who will find a new pleasure in life during the long, sultry summer."

In 1906, the El Paso and Southwestern Railroad System, the resort's new owner, advertised that the hotel, restaurant, dancing pavilion, tennis court, golf links, bowling alley, billiard parlor, burro trips and children's playground were accessible for weekend rates of $3.00 round trip. Lodge rates were $12.50 and up per week.

On June 13, 1909, a disastrous fire destroyed the Lodge. But by 1911 The Lodge had been rebuilt and reopened on its current, more scenic site. Since then it has undergone numerous renovations, but the initial appearance remains almost unchanged.

Over the eighty-seven year history of The Lodge, thousands of Southwestern families have called The Lodge and Cloudcroft their summer home. The Lodge has entertained and hosted hundreds of politicians, artists, entertainers, and business leaders including such notables as Pancho Villa, Judy Garland and Clark Gable. Gilbert Roland was known to frequent The Lodge. Both U.S. and Mexican government officials have long visited the historic hotel. Military leaders, scientists and astronauts from all over the world have made The Lodge a retreat during their visits to White Sands Missile Range, Holloman AFB and Fort Bliss. And, in fact, the most famous hotelier in the world was once associated with The Lodge. Conrad Hilton managed it in the 1930s.

In May, 1983, The Lodge was purchased by a partnership led by Jerry and Carole Sanders. The Sanders, with hotel experience in Switzerland and Colorado, have undertaken to restore The Lodge to its former mountain elegance and "make it one of the finest country inns in the United States."

P.O. Box 497 *Cloudcroft, New Mexico 88317* *(505) 682-2566*

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TARIFFS AT THE LODGE

THE GOVERNOR'S SUITE — **For Two** — **$150.00**

Occupied by Governors, Senators, astronauts, entertainers and business leaders, this Baronial suite offers a rare, personal retreat into a vanished Victorian elegance. Brass bed room and parlor (adjoining bedroom available). Sparkling champagne and Continental Breakfast in your room are included.

THE HONEYMOON SUITE — **For Two** — **$150.00**

A "slightly garish celebration of love" said one enamored guest. Sleep in a "unique" gold-crowned, mirror-topped bed surrounded by a bordello-red decor best described as decadent. Whatever the reason — it has been overwhelmingly a favorite for honeymooners and lovers— new and old. Sparkling champagne and Continental Breakfast are included with the Suite.

PARLOR SUITES — **For up to Four** — **$ 95.00**

Extremely comfortable rooms with separate parlors (some with wet bars). Excellent accommodations for small families, the parlor sofas are queen or king hide-a-beds.

FAMILY ROOMS — **For Two** — **$ 70.00**
For Three or Four — **$ 80.00**

These charming, large rooms are perfect for small families, travelers who want to share a room or two couples on a budget. Contain two double beds.

KING ROOMS — **For Three** — **$ 70.00**

Charming rooms, many of which are "dormer" style (like Grandma's attic rooms, only bigger), offering great views of the spectacular White Sands National Monument or the action around the swimming pool and gazebo.

QUEEN ROOMS — **For Two** — **$ 60.00**

Our most price-popular rooms. Many furnished with antiques and original art. Lots of unusual configurations.

DOUBLE ROOMS — **For Two** — **$ 55.00**

Surprisingly comfortable but smaller, less expensive rooms full of all the necessary amenities. High ceilings and country French decor make these rooms airy and charming. Contain one double bed.

SPUR LANDING TOWNHOMES

Lovely townhomes overlooking the golf course. 2 nights minimum, limited maid service.

Unit A	One bed room and hide-a-bed, two baths	$ 100.00 per night
	Four adults or	500.00 per week
	Two adults and two or three children	1,500.00 per month

OTHER THINGS YOU MIGHT LIKE TO KNOW

Seasons. Open 365 beautiful days a year.

Rate Basis. All rates are quoted per night per room based on beds available in the room. Children 12 or younger are not charged except for cribs ($8.00) or roleaway ($10.00) use. In no event will more than four persons be accommodated in a single room or suite. NOTE: Quoted rates do not include applicable state and local taxes, nor do they include gratuities. Prices are subject to change without notice.

Special Rates. Commercial, military, group and travel agent discounts are available weekdays to qualified individuals or groups. Also, available are package plans for golf, snow and hunting seasons, as well as for art, vocational and educational programs. We invite your inquiry.

Reservations. Reservations are usually necessary, especially for weekend and holiday stays. We recommend planning 2-3 weeks in advance if possible, but we welcome your call if you've just had that last minute urge to get away. Something might just be available and we would be delighted to have you stay with us. NOTE: All holidays are three day minimums. For Christmas, New Year's week and July 4th weekend, reservations are often made a year in advance.

Deposits. To hold your reservation, we require a cash (check) or credit card deposit for one night's lodging. (Exceptions: for holiday or package reservations, we require either three nights' deposit or prepayment for your stay, whichever is less. The Christmas Season is payable in advance and non-refundable.) Deposits are applied to the last night(s) of a scheduled stay, with early departures forfeiting the remaining deposit.

Refunds. Guests cancelling a reservation at least seven days prior to their scheduled arrival date will receive a refund of their deposit less a $10.00 service charge, with the exception of the Christmas Season. We can refund on shorter notice only if the reserved room(s) can be resold for the days booked.

Confirmation. Upon request confirmation of a reservation -- and if time permits prior to your scheduled arrival - you will be sent a confirmation. Please read it carefully and notify us immediately if there are any discrepancies or errors.

Check-In and Departure Times. Our normal check-in time is 2:00 p.m. Check-out is 11:00 a.m. To avoid inconveniencing other guests, please make prior arrangements with the Front Desk or Reservations if you need to check in early or check out late.

Pets. We love animals, but we have found to our regret that they just don't do well in hotel rooms. Sorry — but seeing eye dogs are the only animals we can accommodate.

Child Care. Don't be afraid to plan a special dinner or a golf game away from the kids. We have a number of responsible and capable babysitters readily available to attend your children in your room or elsewhere.

Food and Liquor. The Lodge offers an exceptionally fine dining room for all meals, a lounge and saloon for drinking and entertainment, and a package liquor facility for carry-out to your room or the Golf Course. Sorry . . . no outside food or liquor is allowed in your room. We also regret that for reasons of fire safety we cannot allow the use of any heating appliances in the rooms, i.e., coffee pots, food warmers, etc. (exception: hair dryers).

Transportation. Airline service is available in both El Paso and Alamogordo, and there are national car rental agencies represented at both airports. In addition, there are both bus and rail transportation to El Paso and bus service to Alamogordo. With prior notice, The Lodge can arrange van transportation at a nominal charge from El Paso or Alamogordo. The Lodge is approximately 100 miles North of El Paso, 19 miles East of Alamogordo and 40 miles South of Ruidoso.

The Lodge . . . A Very Special Place!

The Lodge at Cloudcroft is a historic, uniquely charming and somewhat eclectic arrangement of bedrooms and parlors, public rooms, bars and dining areas. Among its many attractions, The Lodge features a five-story copper tower with a panoramic view stretching from snow-covered pine trees to snow-white White Sands; a basement saloon called the Red Dog (Est. 1932) which frequently showcases live entertainment for both easy listening and dancing; a beautiful red-haired ghost named Rebecca, which The Lodge restaurant honors; and one of the highest golf courses in the world, not to mention one of its most scenic.

As in any home, no one room of The Lodge is exactly like another. All have been completely refurbished in welcoming "country inn" decor; most are furnished with unusual antiques; and none are "motel modern." Each bedroom has its high ceilings, lazy fans and clicking steam radiators; each has its private bathroom, telephone and color television with cable; but there the similarities end. The room sizes and shapes, their window and wall treatments, the furniture and lighting, the art, the view ... all combine in different ways to make each room singularly inviting.

Please visit us. See for yourself why The Lodge is such a very special place to thousands of visitors to and from the Southwest.

Your hosts,

Carole & Jerry

Carole and Jerry Sanders

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PAVILION SUMMER AT THE LODGE

ROOM RATES

ROOM 1 & 9	:	Double Bed at $44.95 Sleeps 2, Continental Breakfast
ROOMS 2, 3, 6 & 8:		Queens at $49.95 Sleeps 2, Continental Breakfast
ROOM 4	:	King at $59.95 Sleeps 2, Continental Breakfast
ROOM 5A	:	Day Bed (Two Twin Trundle) at $34.95 Sleeps 2 and Shares a Bathroom Continental Breakfast
ROOM 5B	:	Queen at $44.95 Sleeps 2 and Shares a Bathroom Continental Breakfast
ROOM 5C	:	King and Sofa Sleeper at $69.95 Sleeps 4 and Comes With a Fireplace Continental Breakfast
SUITE 5A, B, C	:	Day Bed, Queen, King & Sofa Sleeper at $120.00 Sleeps 8, with a Fireplace and 2 Bathrooms Continental Breakfast
SUITE 5A & B	:	Queen and Day Bed at $79.95 Sleeps 4 Continental Breakfast
ROOM 7	:	Double and Sofa Sleeper at $59.95 Sleeps 4, with a Fireplace Continental Breakfast
SUITE 3 & 7	:	Queen, Double, Sofa Sleeper at $95.50 Sleeps 6, With a Fireplace and 2 Bathrooms Continental Breakfast

The Lodge

PO Box 497 Cloudcroft, New Mexico 88317 (505) 682-2566

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The Lodge
Golf Course
Cloudcroft, N. M.

Green Fees	9 holes	18 holes
Monday-Thursday	$9.00	$15.00
Fridays, Saturdays, Sundays & Holidays	$12.00	$18.00
Golf Carts All Week	$9.00	$18.00

For reservations please call: 682-2098
or 682-2566, Ext. 373.

REBECCA'S BREAKFAST MENU

Good Morning!

The Lodge's Own Country Inn Breakfast **$5.95**
Fruit Smoothie or Juice
Fresh Fruit
Cereal Bar
Entree of the Day
Bread Basket
Beverage

Continental Breakfast **$3.25**
Fruit Smoothie or Juice
Bread Basket
Coffee or Tea

Fluffy Three Egg Omelettes **$3.95**
Served with Toast and Hash Browns
Ham and Cheese,
Western or
Omelette of the Day

Two Eggs Any Style **$3.25**
Served with toast, biscuits or muffins
Hash Browns

With Ham or Bacon **$4.25**
With Petite New York Steak **$7.25**

Buttermilk Pancakes **$3.25**

French Toast **$3.25**

Huevos Rancheros **$3.95**
Corn Tortilla topped with
Beans, Cheddar Cheese,
Two Eggs Any Style,
Served with our own
Homemade Salsa

Rebecca's Breakfast Burrito **$3.75**
Two Scrambled Eggs
With Cheese and Refried Beans
Wrapped in a warm Flour Tortilla
With Hash Browns

SIDE ORDERS

Ask your waitperson for information on our fine country inn in Midway, Utah.

One Egg	.75	Fruit Smoothie	$1.75
Two Eggs	$1.25	Fruit Juices	$1.25
Ham, Bacon or Link Sausage	$1.50	Coffee or Tea	$1.00
Hash Browns	$1.00	Herbal Tea	$1.00
Cottage Cheese	$1.00	Hot Chocolate	$1.00
Toast	.75	Milk	$1.00
Muffin or Biscuit	.65	Hot Spiced Cider	$1.00
Biscuits and Gravy	$1.95	Fresh Fruit Plate	$2.95
English Muffins	$1.00		
With Entree	.50		

Experience our omelettes and crepes, prepared to order with our delightful Sunday Brunch. 11:30 a.m. to 2:00 p.m. weekly.

REBECCA'S LUNCHEON MENU

Good Afternoon!

SALADS

Crab — **$6.95**
Snow crab on a bed of fresh greens, surrounded by vegetables with a choice of dressings.

Cobb — **$5.95**
Diced chicken, tomato and avocado, blue cheese crumbles, crisp bacon, sliced eggs and grated cheddar on a bed of romaine lettuce, served with a choice of dressing.

Spinach — **$5.50**
Tomato wedges, sliced eggs, bacon bits, croutons and red onion on a bed of fresh spinach leaves, served with a choice of dressing.

LIGHTER FARE

Quiche of the Day — **$4.95**
Served with fresh seasonal fruit and soup or salad.

Fresh Fruit Plate — **$4.95**
Seasonal fruit served with sherbet or cottage cheese.

Fried Shrimp — **$7.95**
Deep fried to a golden brown in our own beer batter; served with french fries and cocktail sauce.

SANDWICHES

Steak and Everything — **$6.95**
Thin sliced choice sirloin seared on the grill with onion, green peppers, mushrooms, cheese and tomato.

Rueben — **$4.95**
Thin sliced lean corned beef, sauerkraut and Swiss cheese, grilled and served on rye bread.

Old Fashioned Hamburger — **$4.95**
Our own lean ground beef char-broiled to perfection.

Monte Cristo — **$4.95**
Unique sandwich of ham, turkey and cheese, egg-dipped, grilled and served with fruit preserves.

Chicken Cordon Bleu — **$6.95**
Boneless breast of chicken with Swiss cheese and ham, grilled and served on a fresh baked roll.

Cold Turkey and Avocado — **$4.95**
Sliced turkey breast and fresh avocado, garnished and served on fresh egg bread.

With any of the above: bacon or cheese, .35 extra for each.
All sandwiches are garnished and served with french fries or cottage cheese.

MEXICAN SPECIALTIES

Fajitas **$5.95**
Thin strips of marinated beef grilled with onions and served with guacamole, flour tortilla, lettuce and tomato, and sour cream.

Lodge Burrito **$5.95**
Steamed flour tortilla filled with seasoned beef and cheddar cheese, served with lettuce and tomato and red or green chili.

Taco Plate **$5.95**
Three crisp corn tortillas filled with our seasoned beef or chicken and topped with lettuce, tomato, onion and cheddar cheese.

Taco Salad **$5.95**
Crisp flour tortilla shell filled with garden fresh lettuce and topped with seasoned ground beef, diced tomatoes, onions, olives and cheddar cheese.

Enchilada **$5.95**
Three rolled corn tortillas with beef or chicken filling, smothered in our own red or green chili, topped with jack cheese, baked and served piping hot.

All entrees include chips and homemade salsa, beans and rice.

All beef entrees are made with fresh, shredded roast beef.

A LA CARTE

Soup du Jour	$1.95
Dinner Salad	$1.95
French Fries	$1.50
Beef Nachos	$3.95
Beer Batter Fried Zucchini	$2.95

BEVERAGES

Coffee	$1.00
Iced Tea	$1.00
Hot Tea	$1.00
Lemonade	$1.00
Juices	$1.25
Hot Cocoa	$1.25
Soft Drinks	$1.00

DESSERTS

Pastry Tray	$3.25
Ice Cream	$1.50
Sherbet	$1.50
Fresh Strawberries	Seasonal Price

Please ask your waitperson about our wide variety of specialty drinks, beers and wines.

To provide the best possible service, we request that only one check be issued per table. A 15% gratuity will be added to each check for those parties who require separate checks, unless your waitperson is otherwise informed.

REBECCA'S

At The Lodge

The Story of Rebecca

There is a popular legend at The Lodge that many, many years ago a beautiful young maid with striking blue eyes and shocking red hair disappeared from her quarters after her lumberjack lover found her in the arms of another. That young lady's name, of course, was Rebecca.

Now although we have never seen her, there are those who swear that Rebecca still wanders the halls of this historic old building in search of a new lover who more appreciates her apparently flirtatious and mischievous ways.

Take a close look at the portrait of Rebecca in the lounge. Who knows...maybe you will be the one to see her. And if by chance you meet, please tell her how good the food is!

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You are a treasured guest in our home this evening.
Please enjoy our friendship, hospitality, and great food.

APPETIZERS

Fresh Spinach Fettucini *Tossed with cream and topped with snow crab.*	$5.95
Fried Brie *Mild Brie cheese, breaded and deep fried, served with seasonal fruit.*	$5.95
Escargot Bourguignonne *Baked with mushrooms and pasta with garlic and herb butter.*	$5.95
Shrimp Cocktail *Poached jumbo shrimp served with cucumber, lemon, dill and cocktail sauce.*	$5.95
Mushroom Tempura *Button mushrooms dipped in a light beer batter and golden fried; served with ranch dressing.*	$4.75

SOUPS

Onion Soup Grantinee *Baked with a toasted crouton and fresh grated Parmesan and Swiss cheeses.*	$2.75
Soup of the Day *Homemade soup prepared fresh daily.*	$2.25

SALADS

Caesar (for two) *Prepared to order at your table.*	$3.95 per person
Spinach *Tender fresh spinach leaves topped with hard boiled eggs, red onion and bacon, served with our own warm bacon dressing.*	$3.95
Crab Salad *Snow crab on a bed of fresh greens, garnished with hearts of palm and served with your choice of dressing.*	$6.95
House Salad *A blend of iceberg, romaine, boston and green leaf lettuces garnished with fresh vegetables.*	$2.25

TABLESIDE DINING

For two or more...served with soup, salad, sorbet intermezzo and fresh baked bread.

Chateaubriand Bouquetiere *Served flaming with a spectacular bouquet of fresh vegetables.*	$18.00 per person
Peppercorn Tournedos *Tenderloin medallions sauteed in a rich, green peppercorn sauce and finished with a brandy flambe. Served with a choice of rice pilaf or baked potato and fresh vegetable.*	$18.00 per person

SEAFOOD

Scallops Cloudcroft *Tender sea scallops sauteed with fresh ginger, shallots and cream.*	$14.95
Lobster Tail *A large cold water tail basted and baked slowly in drawn butter, lemon and white wine.*	Market Price
Fresh Catch *This evening's special preparation of available fresh fish.*	Market Price
Shrimp Rebecca *Gulf shrimp lightly sauteed in cilantro, garlic and beer.*	$14.95
Shrimp Diablo *Jumbo shrimp simmered in fresh tomatoes, shallots, crushed red pepper, and basil...served over spinach fettucini.*	$13.95
Trout du Jour *Ask about tonight's special presentation of our delicious Idaho rainbow trout.*	$12.95

BEEF

New York Strip *A hearty boneless cut, char-broiled to taste.*		$16.95
Filet Mignon *Thick sliced tenderloin wrapped in bacon and char-broiled.*		$15.95
Prime Rib of Beef au jus *Slow roasted to perfection*	Rebecca's cut Owner's cut	$14.95 $17.95
Beef and Shrimp Kabob *Choice beef and shrimp, char-broiled and served on a bed of rice.*		$15.95

Our beef selections may be topped with your choice of mushroom caps, maitre'd butter or sauce bearnaise.

REBECCA'S FAVORITES

Veal du Jour *Sauteed medallions of veal with our chef's sauce of the day.*	$14.95
Chicken Teriyaki *Marinated breast of chicken, char-broiled and served with fresh pineapple.*	$11.95
Cashew Chicken *Stir fried tender chicken strips with roasted cashews and peapods.*	$12.95
Rack of Lamb *Roasted to perfection and served with fresh basil sauce.*	$22.95
Vegetable Platter *An array of garden fresh vegetables.*	$9.95
Pork Tenderloin *Broiled, sliced and served with our port wine sauce.*	$13.95
Roasted Breast of Duck *With strawberry pecan sauce.*	$18.95

All entrees include soup or salad, fresh vegetables, a choice of rice pilaf or baked potato and fresh baked bread.

DESSERTS

Praline Freeze *French vanilla ice cream blended with praline liqueur and cream de cacao and topped with pecans.*	$4.00
Pastry Tray *A sinfully delicious array of tortes, cakes and mousses.*	$3.25
Fresh Strawberries *Served naturally or topped with heavy cream.*	Seasonal Price

Flambed tableside for two or more persons:

Bananas Foster *Fresh bananas sauteed in a rich sauce of brown sugar, butter and banana liqueur, flamed with rum and served over French Vanilla ice cream.*	$4.50 per person

Because of the limited availability of some items on our menu and our desire to serve only the freshest ingredients, we regret that occasionally we may be temporarily out of certain items.

To provide the best possible service, we request that only one check be issued per table. A 15% gratuity will be added to each check for those parties who require separate checks, unless your waitperson is otherwise informed.

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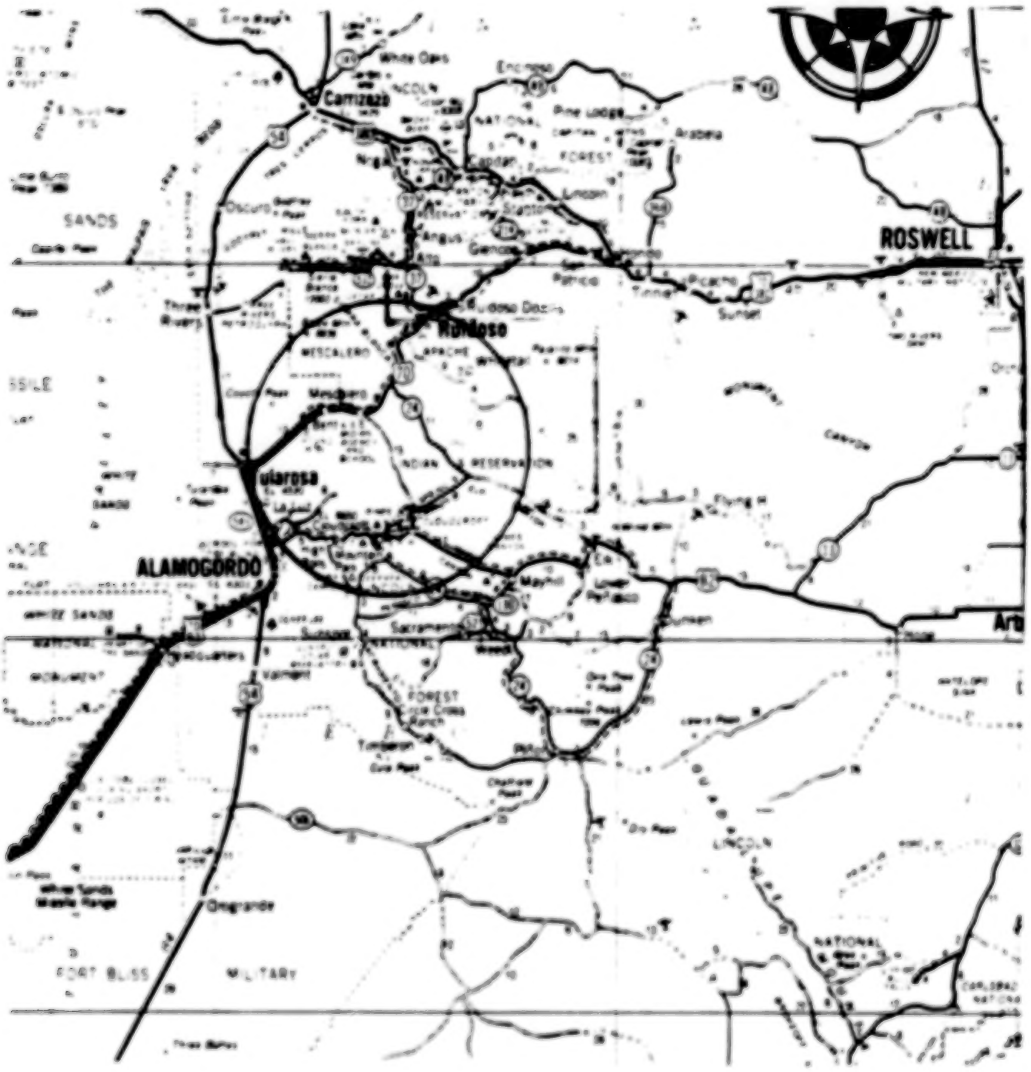
MESCALERO, NEW MEXICO

Mescalero is located in the south central portion of New Mexico approximately 191 miles southeast of Albuquerque, 13 miles southwest of Ruidoso, and 451 miles northwest of Big Bend's northeast entrance.

Mescalero is the largest town on, and headquarters of, the Mescalero Apache Reservation. The 460,000-acre reservation is located in the Sierra Blanca Mountains with its abundant grazing and heavily forested lands. The Mescaleros have developed the Sierra Blanca Ski Area Complex as well as the Inn of the Mountain Gods Resort which are operated as a federally chartered corporation.



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INN OF THE MOUNTAIN GODS

Contact: Manager
P.O. Box 269
Mescalero, New Mexico 88340
Phone: (505) 257-5141

Number of Rooms: 225 rooms

Food Service: Full-service restaurant

Operating Season: Year-round

Occupancy: ?

Age: ?

Construction: Wood-frame

Peak Season: July-September (3 months)

Ratings: Mobil - 4 star

Peak-Season Clientele: Tourists

Average Length of Stay: ?

Major Credit Cards Accepted: Yes

Other: A 4-star resort. Tennis and pro shop, 18-hole golf course, horseback riding, swimming pool, sauna, suites, fishing, bait and tackle shop, boat rentals, archery, badminton, bicycle rentals, trap and skeet shooting, shops.

Rooms: The rooms were not reviewed.

Location: A destination resort situated at 7,200 foot elevation in the Sacramento Mountains of south central New Mexico.

Comparability: A review of this facility was not completed based on the initial inspection of the facility (spacious and luxurious public areas, elegant restaurant, specialty shops and upgraded amenities) which determined this 4-star resort property to be noncomparable to the facilities and services provided by the concessioner at Big Bend.

Outdoor swimming pool

View of lodge complex

18-hole golf course

Tennis courts

Restaurant buffet

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DAILY EUROPEAN PLAN
MAY 1988 thru APRIL 1989

MAY & JUNE, 1988

Single (1 person)	$ 90.00
Double (2 persons)	95.00
King (1 person)	90.00
King (2 persons)	95.00
Bizaayi Suite	110.00
Parlor (additional)	110.00

JULY, AUGUST & SEPTEMBER, 1988

	Sunday thru Thursday		Friday & Saturday	
	Regular	Lakefront Tower & J Bldg.	Regular	Lakefront Tower & J Bldg.
Single (1 person)	$100.00	$100.00	$110.00	$110.00
Double (2 persons)	100.00	110.00	110.00	120.00
King (1 person)	100.00	100.00	110.00	110.00
King (2 persons)	100.00	110.00	110.00	120.00
Bizaayi Suite	110.00	110.00	120.00	120.00
Parlor (additional)	110.00	110.00	110.00	120.00

OCTOBER, 1988 thru MAY 1989

Single (1 person)	$85.00
Double (2 persons)	85.00
King (1 or 2 persons)	85.00
Bizaayi Suite	95.00
Parlor (additional)	95.00
Each additional person	$12.00 per night
Rollaways & Cribs	12.00 per night

Christmas Holidays — add $10.00 per night
(December 19, 1988 - January 2, 1989)

No extra charge for children 12 and under sharing with adults, not requiring extra bed.

HONEYMOON WITH THE GODS

3 Nights/3 Days

- Three-night accommodations with a mountain-lakeview room and private balcony
- Welcoming Margaritas
- Complimentary bottle of champagne
- Breakfast every morning
- Separate men's and women's saunas available
- 20% discount on the following: Tennis, boating, horseback riding, bicycling, trap & skeet shooting, archery

	May-Sept 88	Oct 88-May 89
3 Nights/3 Days	$378.00	$294.00
Extra Nite(s)	126.00	98.00

How to reserve your Honeymoon Package
Please call for available dates. Honeymoon package available by advance reservation only and must be prepaid in full. Major credit card number required for last minute bookings. Gratuities not included.

GOLF PACKAGES

Four-star weekday Rates current April 1, 1988 - October 31, 1988

Luxurious room accommodations
And for each person on package -

- 18 holes of golf daily for four days
- Including shared electric golf cart
- Golfer's breakfast for three days
- Taxes included

	April-June; Sept.-Oct.	July & August
3 Nights/4 Days		
Single Occupancy	$ 387.00	$ 471.00
Double Occupancy	486.00	543.00
Triple Occupancy	696.00	768.00
4 Nights/5 Days		
Single Occupancy	$ 516.00	$ 628.00
Double Occupancy	648.00	724.00
Triple Occupancy	928.00	1024.00
5 Nights/6 Days		
Single Occupancy	$ 645.00	$ 785.00
Double Occupancy	810.00	905.00
Triple Occupancy	1160.00	1280.00

How to reserve your Golf Package
Please call for available dates. Golf package available Sunday through Thursday by advance reservations only and must be prepaid in full. Tee times should be made thru Pro Shop at time of booking.

Lessons available by appointment at extra cost.
Jack T. Warlick, PGA-Director of Golf
No refunds on any unused portion of package.
No rainchecks issued. Gratuities not included.

THE RAQUET-PAK

Tennis Package

- Two nights luxurious room accommodations
- Complimentary bottle of champagne
- A cocktail in one of our five lounges
- Unlimited outdoor court time, day or night
- One-half hour private tennis lesson and game analysis for the novice or tournament player
- A gift from our Pro Shop
- Taxes included

How to reserve your Tennis Package
Please call for available dates. Racquet Pak available by advance reservation only and must be prepaid in full. Court times should be reserved in advance.

	April, May, June & Oct 88	July, August & Sept 88
2 Nights/3 Days		
Single Occupancy	$166.00	$242.00
Extra Nite	83.00	121.00
Double Occupancy	180.00	252.00
Extra Nite	90.00	126.00
Triple Occupancy	212.00	282.00
Extra Nite	106.00	141.00
Quad Occupancy	250.00	314.00
Extra Nite	125.00	157.00

Available Sunday thru Thursday **only.**

Ball machine rental available.

Herman Burkstaller: USPTA Professional, Director of Tennis

CANCELLATIONS & REFUNDS
Notice of cancellation must be received 10 days prior to arrival to obtain full refund, otherwise, first night's deposit will be forfeited. No refunds on any unused portion of packages. Gratuities not included.

800-545-9011

IN NEW MEXICO
505-257-5141

PO Box 269 Mescalero, New Mexico 88340

GROUP SALES 800-545-6040

THE FOLLOWING APPLIES YEAR-ROUND:
All rates subject to 7½% room tax.
All rates subject to change.
Check-in Time after 4:00 p.m.
Check-out Time 12:00 noon
No Pets Allowed
Recreational Facilities open as scheduled — weather permitting

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RECREATION FEES & INFORMATION

ARCHERY 505-257-5141, ext. 7448
Bows, arrows and target rental: $5.00 per hour, per person. Located at Trap & Skeet Range, 1½ miles west of the Inn.

BADMINTON Tennis Pro Shop, ext. 7425
Located in Tennis complex.

BICYCLES Guest Services Desk, ext. 7520
Bicycles may be rented from the Guest Services Desk between the hours of 8:00 a.m. and 6:00 p.m. for $4.00 per hour. Bicylces are not allowed on the golf course or jogging path. Bicycle rental is available during the summer/fall season only.

BOATING 505-257-5141, ext. 7439
Canoes: $ 6.00/hr - Limit 2 per boat
Rowboats: $ 6.00/hr - Limit 4 per boat
Pedalboats: $12.00/hr - Limit 2 per boat

An all day rowboat rental rate is available for fishermen. The boat dock is located at the lake by the Tennis Pro Shop and is open during the summer/fall season only.

FISHING 505-257-5141, ext. 7439
Fishing Permit: $8.00 per day - Limit 12 fish
Complete Bait & Tackle Shop. All day rowboat rate is available for fishermen. Boat rental available summer/fall season only.

Fishing permits are available at the Front Desk in main lobby during winter/spring months.

Lake Mescalero is stocked with rainbow and cut-throat trout by the Mescalero Fish Hatchery. Mescalero fishing permits are required for all fishermen. Fishing is permitted between sun-up and sun-down. NO FISHING IS ALLOWED FROM THE SHORES OF THE GOLF COURSE.

GOLF (Call for Tee Times) 505-257-5141, ext. 7444

Daily Green Fees:

Hotel Guests, any day	18 holes	$24.00
	9 holes	16.00

Cart Fees:

Hotel Guests (per cart)	18 holes	18.00
9 holes		13.00

Club Rentals:

Per Bag	18 holes	12.00
	9 holes	10.00

Fees for Non-Guests are higher.
Lessons by appointment. Electric carts required. Non-players not permitted on golf course. Golf Course open year-round, weather permitting.

Golf lessons, club rental, storage and repair are available at the Golf Pro Shop. Lockers and separate saunas are available for ladies and men.

STABLES 505-257-5141, ext. 7424
Open daily 8:30 am - 3 pm (weather permitting).

1 Hour Ride	$10.00
2 Hour Ride	20.00

Half day and full day rides available with 24-hour advance notice:

Half Day Ride
8:30 am - 12:30 pm or 12:00 pm - 3:30 pm

Full Day Ride
8:30 am - 4:30 pm

1 Person	½ day - $ 50.00	Full day - $ 87.00
2 Persons	½ day - 75.00	Full day - 140.00
3 Persons	½ day - 105.00	Full day - 187.00
4 Persons	½ day - 120.00	Full day - 220.00

Reservations for groups of 5 or more, call ext. 7424.
Trail lunch available at extra cost for all day rides. Call ext. 7555 to order your box lunch (4 hour advance notice required).

Stables open on limited basis October thru April, weather permitting.

Horses are available at our stables on the hotel grounds 1½ miles west of the Inn, with a guide accompanying all rides. STABLES CLOSED DURING SCHEDULED BIG GAME HUNTS. For information on big game hunting packages (elk, bear, antelope, etc.), call ext. 7448.

TENNIS 505-257-5141, ext. 7425
(Rates for Hotel Guests)

Six Outdoor Courts
Courts, Day ..... $12.00/hr. per court
Courts, Night ..... 15.00/hr. per court
(by reservation only)

Two Indoor Courts
Courts, Day ..... $15.00/hr. per court
Courts, Night ..... 20.00/hr. per court
(by reservation only)

COMPLETE PRO SHOP: clothing, racquets, balls, etc.

Tennis Lessons
Private: $28.00/hr, $15.00/half-hour
Group lessons and clinics available.

TRAP & SKEET SHOOTING 505-257-5141, ext. 7448
For ages 12 and up

Instruction per round (25)/per person	$ 6.00
Regular Shooting	
25 targets	4.75
25 targets and shells	11.75
25 targets, shells, and gun rentals	14.75
ATA & NSSA Members - 25 targets	4.00

Trap and skeet range open on a limited basis, weather permitting.

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SWISS PACKAGE

INCLUDES

A luxurious guest room
2 breakfasts daily
2 "Inn" Margaritas

$73.00

per night, double occupancy, including tax
Available on the following dates:
11/1 - 12/17, 1988
1/3 - 4/30, 1989
Not available to groups

20% Discount on the following:
availability and weather permitting.

- Golf Cart & Green Fees
- Indoor & Outdoor Tennis
- Trap & Skeet Shooting
- Archery
- Horseback Riding

Come to New Mexico's Most Distinguished Resort

Enjoy all of the above at a cost far below our normal rates.

ADVANCE RESERVATIONS REQUIRED

Inquire about our attractive ski packages

Inn of the Mountain Gods
A Mescalero Apache Enterprise
Mescalero/Ruidoso, New Mexico

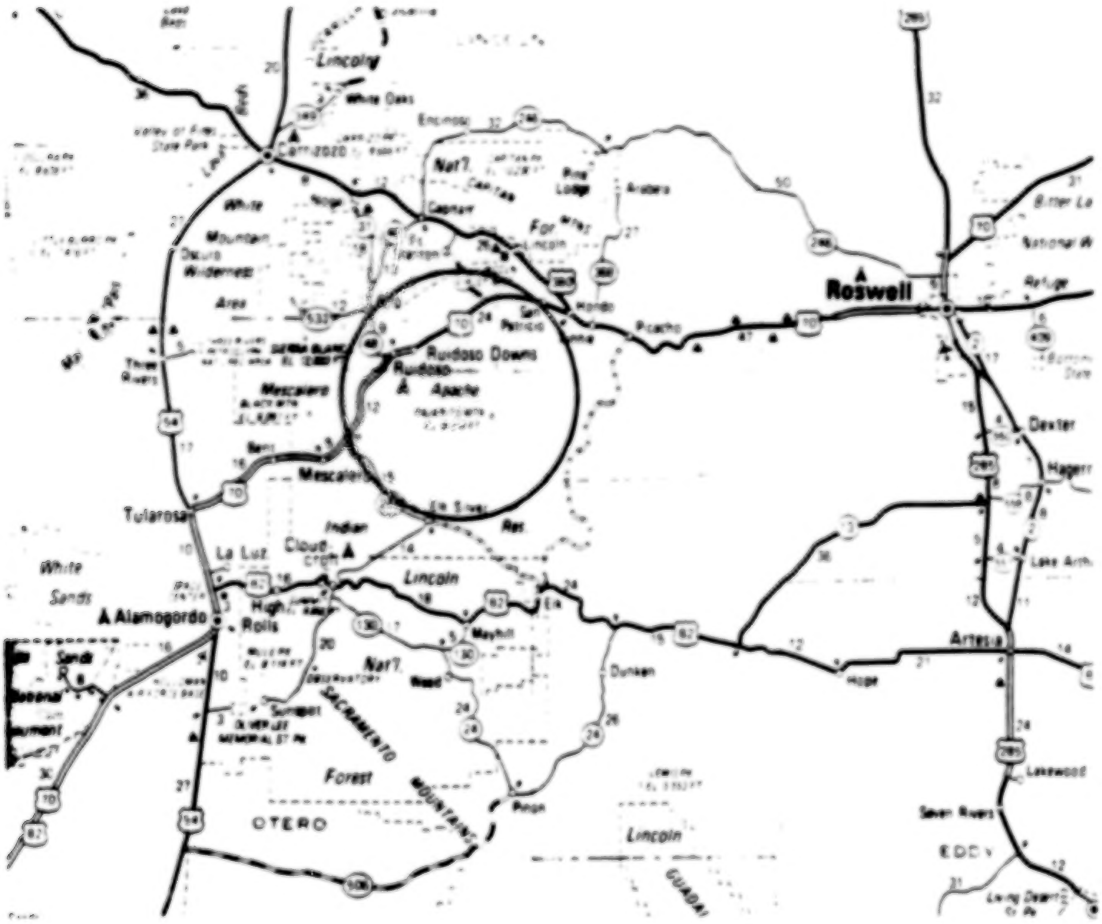
Mobil Travel Guide

For reservations call your Travel Agent or In New Mexico 1-505-257-5141 Outside New Mexico 1-800-545-9011

RUIDOSO, NEW MEXICO

Ruidoso is located in south central New Mexico approximately 178 miles southeast of Albuquerque and 464 miles northwest of Big Bend's northeast entrance.

Ruidoso is situated at a 7,000 foot elevation in the 600,000-acre, pine-covered Sacramento Mountains along the Ruidoso River. The town was established in the 1890's as a tin-roofed trading post. The post's old water wheel still stands on the main street. The area is popular for fishing, golf, hiking, hunting, camping, and winter skiing. Ruidoso Downs, a top USA quarter horse track, offers horse racing from May through September, culminating in the American Futurity, the largest single purse in quarter horse racing.



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THE INN AT PINE SPRINGS CANYON

Contact: Tony Wilcoxson, General Manager
P.O. Box 2100
Ruidoso Downs, New Mexico 88346
Phone: (505) 378-8100

Number of Rooms: 100 rooms (some suites)

Food Service: None

Operating Season: Year-round

Occupancy: 70-80% Peak
35-40% Off

Age: 5 years

Construction: Wood-frame/stucco outside, two story

Peak Season: May-Labor Day (4 months) and late November-March (ski)-(4 months)

Ratings: AAA - 3 diamond

Peak-Season Clientele: Horse racers/owners - summer race season
Skiers - winter months

Average Length of Stay: 2 days (August: 3-4 days)

Major Credit Cards Accepted: Yes

Other: Free continental breakfast for guests, located across the highway from horse race track, whirlpool. nice landscaping.

Rooms: Very nice standard motel rooms, double-double or king beds, shampoo and conditioner provided, some wallpaper, nice furniture.

Location: Situated at 7,000 foot elevation in the Sacramento Mountains. Primarily a destination resort location. The horse racing track draws a lot of visitors to the area.

Comparability: This facility is not considered to be a good comparable to the concessioner's Big Bend operation based primarily on the extensive (60%) occupancy attributed to the commercial horse racing clients during the four-month racing season.

The Inn at Pine Springs Canyon

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS ____
75 TO 150 ROOMS 100
OVER 150 ROOMS ____

(Located across the highway from the horse track)

IN-SEASON OCCUPANCY RATES: 70-80 %
Off: 35-40 %

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): MAY-Labor Day: (4 mos.)
Late Nov - mar (ski season): (4 mos.)

COMPETITION (MILES & #):
Numerous other resort properties in Ruidoso

SIMILAR SETTING OF AREA: Primarily a destination resort area in the Sacramento Mountains at 7,000'

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2-Days (August: 3-4 Days)
(TOURIST, CONVENTION, FAMILIES, ETC.):
- Horse Racers & Owners
- Skiers

(Desk clerk indicated during horse racing season 60% of rooms are occupied by horse owners, race track workers, etc.)

SIMILAR AGE OF FACILITY: 5 yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X Stucco outside
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Roswell - 100 miles
ALB - 178 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None

NUMBER OF EMPLOYEES: Peak - 25
Off - 15

HOUSING OF EMPLOYEES: None

RATINGS OF OTHER ORGANIZATIONS: AAA 3-Diamond

- small pets allowed.

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Inn at Pine Comparable Springs	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge					
- extra charge					
Telephone					
- direct dial		X			
- switchboard operated					
Swimming Pool					
- indoor (Hot Tub Only)					
- outdoor/heated					
- outdoor/not heated					
- pool deck/patio area					
Retail Facilities					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities None					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites (4: 2-BDRM Suites / 8: Jr. Suites / 8 Connecting Rooms)		X			
- rooms adapted for handicapped					
- conference or meeting rooms (2: UP to 100 People)		X			
- rooms with kitchens					
Vending					
- in-room					
- common area (4 locations)		X			

- Some wallpaper
- nice furniture
- Nice landscaping

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	Concessioner	Inn at Pine Springs Comparable	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (Employee available upon request)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations (upon request - not routinely)					
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours		X			

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- No food service. Continental Breakfast provided in meeting room for all guests.

- Restaurant adjacent - free drink token upon registration at motel.

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1988

The Inn
at
Pine Springs Canyon
RUIDOSO DOWNS, NEW MEXICO

SUMMER / FALL TARIFF

RATES EFFECTIVE MAY 1 THROUGH SEPTEMBER 30

Room Type	1 Per	2 Per
Double Double	64.00-66.00	74.00-76.00
King	68.00-70.00	80.00-82.00
2 Room Suite	140.00	180.00

- Children 12 and under not requiring rollaway are free of charge.
- Rollaway charge: $10.00 per night.
- Extra person 13 or older: $10.00 per night (applies to triple or quad occupancy).
- Commercial rate Sunday through Wednesday $48.00 per night, single or double occupancy, local calls free.
- ESPN and 19 additional channels complimentary.
- Check Out Time: 12:00 Noon.
- Recommended Check In Time: 2:30 P.M.
- Group Rates available upon request.

Across from Ruidoso Downs Race Track
Hwy. 70 East • P. O. Box 2100
Ruidoso Downs, New Mexico 88346
505/378-8100

1988-89

The Inn
at
Pine Springs Canyon
RUIDOSO, NEW MEXICO

WINTER / SPRING TARIFF

RATES EFFECTIVE SEPTEMBER 15 THROUGH MAY 1

Room Type	1 Per	2 Per
Double Double	40.00-44.00	50.00-54.00
King	44.00-51.00	54.00-61.00
2 Room Suite	110.00	110.00

- Children 12 and under not requiring rollaway are free of charge.
- Rollaway charge: $10.00 per night.
- Extra person 13 or older: $10.00 per night (applies to triple or quad occupancy).
- Commercial rate Sunday through Thursday $38.00 per night, single or double occupancy, local calls free.
- ESPN and 19 additional channels complimentary.
- Check Out Time: 12:00 Noon.
- Recommended Check In Time: 2:30 P.M.
- Group Rates available upon request.

Across from Ruidoso Downs Race Track
Hwy. 70 East • P. O. Box 2100
Ruidoso Downs, New Mexico 88346
505/378-8100

The Inn at PINE SPRINGS CANYON

1988-89 Ski Package

$20.00 per person

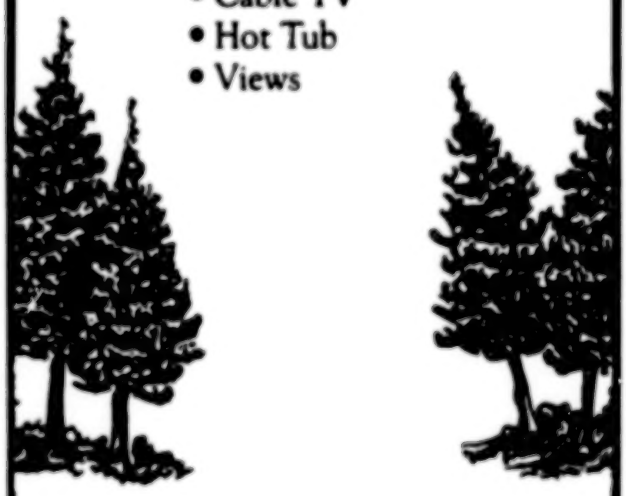
per night based on double occupancy

$8.00 each additional person

Not Valid Dec. 20 - Jan. 6, 1989

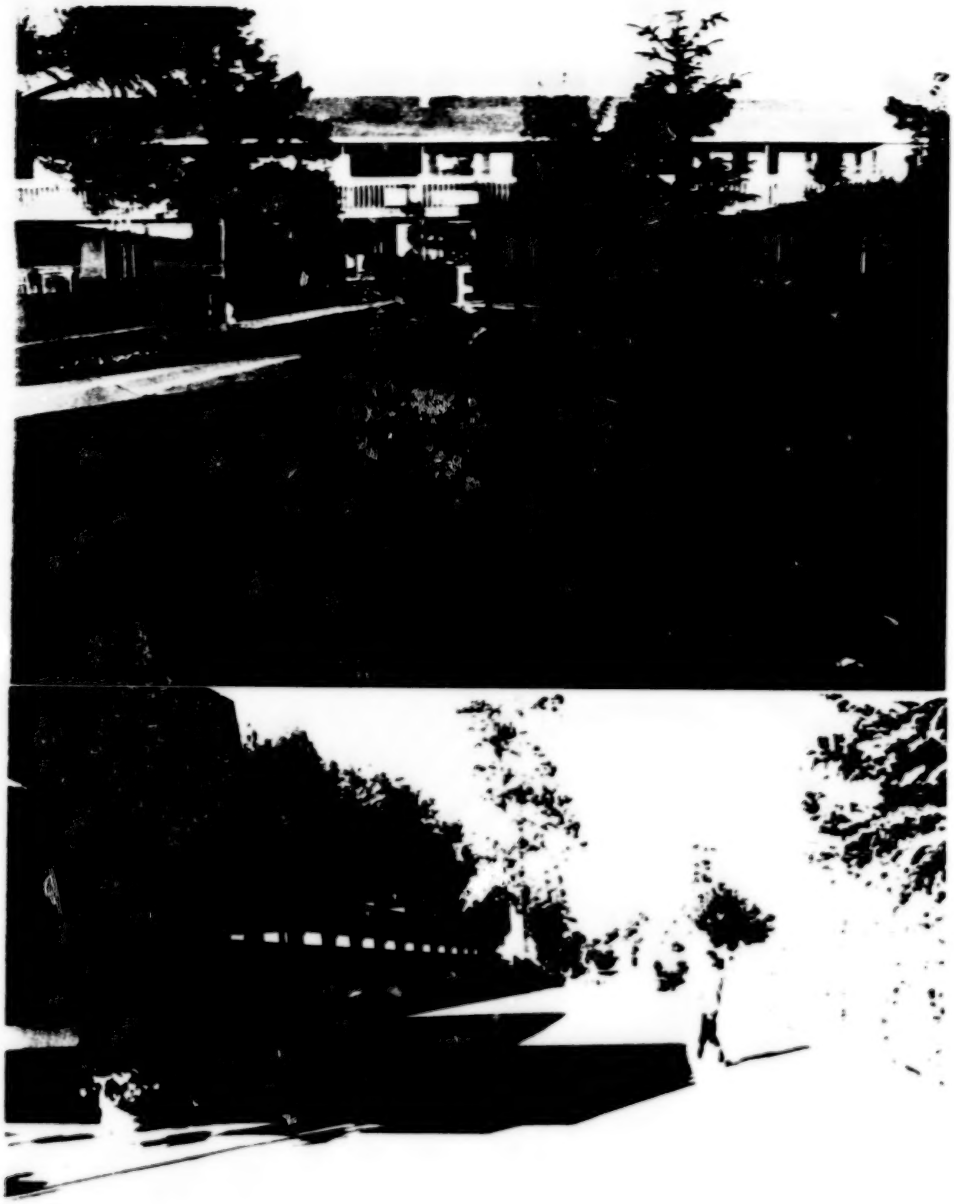
Expires April, 1989

- Discount Ski Rentals
- Restaurant & Lounge
- Continental Breakfast
- Meeting Rooms
- Cable TV
- Hot Tub
- Views

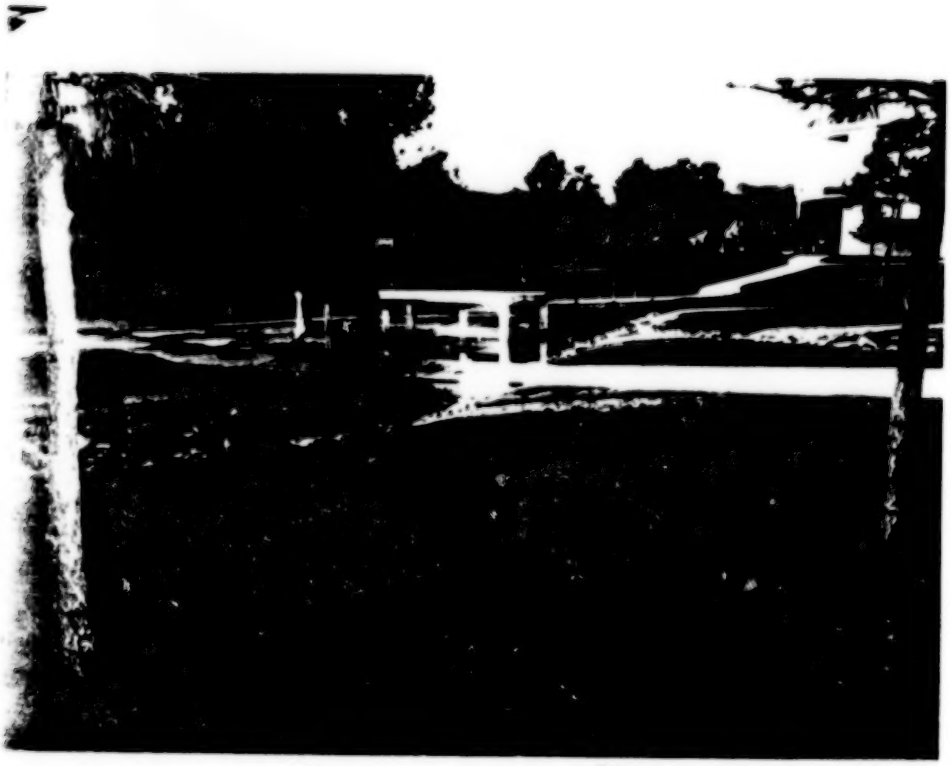


Across From Race Track Hwy 70
Box 2100, Ruidoso Downs NM 88346

For Reservations (505) 378-8100



Main motel building



Grounds landscaping

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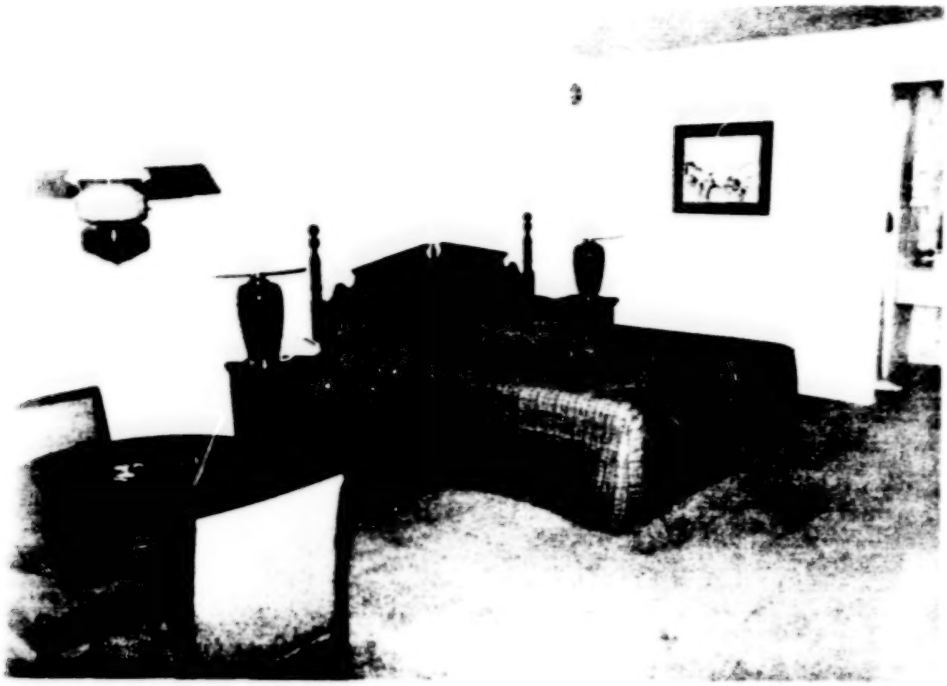
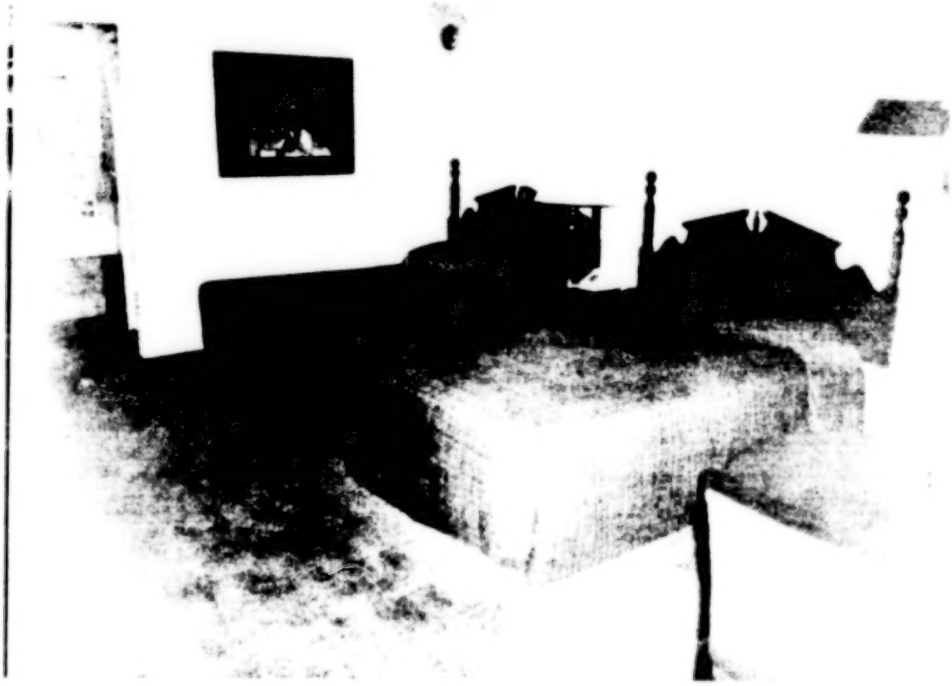
THE INN AT
SPRINGS LANDING



Typical rooms



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INNSBRUCK LODGE

Contact: Doug and Peggy Becker
611 Sudderth Drive
Ruidoso, New Mexico 88345
Phone: (505) 257-4071

Number of Rooms: 47

Food Service: None (in town location - numerous restaurants and fast-food facilities nearby)

Operating Season: Year-round

Occupancy: Peak 85%

Age: 20+ years

Construction: Wood-frame and stucco, 1-2 story

Peak Season: May-September (5 months)

Ratings: None

Peak-Season Clientele: Tourists

Average Length of Stay: 2 days

Major Credit Cards Accepted: Yes

Other: New owners - purchased operation three days prior to this review.

Rooms: Older motel rooms are very small, standard units, some with showers only. Newer motel rooms are standard-sized rooms with full bath. No upgrade amenities.

Location: Situated at 7,000 feet in the Sacramento Mountains. Primarily a destination resort. The horse racing track draws numerous visitors during the four-month summer racing season.

Comparability: The rooms at this facility are considered to be comparable to the concessioner's overnight facilities at Big Bend. However, based on the new (3-day) ownership, it is recommended that this facility not be used for comparability purposes until management/ownership has stabilized. The park should review this facility again in about two to five years to see if it better meets comparability.

Innsbruck Lodge

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 47
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

13 - Double-double
9 - Queen
1 - King
15 - 1-Double Bed
6 - 2 Queens

IN-SEASON OCCUPANCY RATES: 85%

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X
SINGLE STORY ATTACHED X
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): May-Sep (5 mos.)

COMPETITION (MILES & #):
Numerous other motels in Ruidoso

SIMILAR SETTING OF AREA: Destination resort in mountain area

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2 Days
(TOURIST, CONVENTION, FAMILIES, ETC.):
- Tourists (Couples/Families) = 80%
- A few tour groups

SIMILAR AGE OF FACILITY: 20+ yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR X Stucco
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Roswell - 100 miles
ALB - 178 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None

NUMBER OF EMPLOYEES: Peak: 4 + 2 mgrs. (owners)
Off: 2 + 2 mgrs. (owners)

HOUSING OF EMPLOYEES: Owners (2)

RATINGS OF OTHER ORGANIZATIONS: None

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Innsbruk Comparable Lodge	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge (cable)		X			
- extra charge					
Telephone					
- direct dial		X			
- switchboard operated					
Swimming Pool none					
- indoor					
- outdoor/heated					
- outdoor/not heated					
- pool deck/patio area					
Retail Facilities none					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities none					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control		X			
- shower or bath in each (mixed - some showers only in older rooms)		X			
- suites					
- rooms adapted for handicapped					
- conference or meeting rooms					
- rooms with kitchens					
Vending					
- in-room					
- common area		X			

- older rooms are very small in size & newer rooms are standard size.
- plastic glasses
- wall furnaces
- older rooms have concrete block painted interior walls.

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Fireplaces					
In common areas					
In rooms					
Designated Bus/Temporary Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms *(All but 10 rooms)*					
Wall to Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Bellboys (Bell Hop) *(Employees will assist upon request)*					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours *(7 AM - 10 PM only)* *(Employees available, upon request if needed)*					

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on

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Main motel building (newer rooms)

Typical (older) motel room

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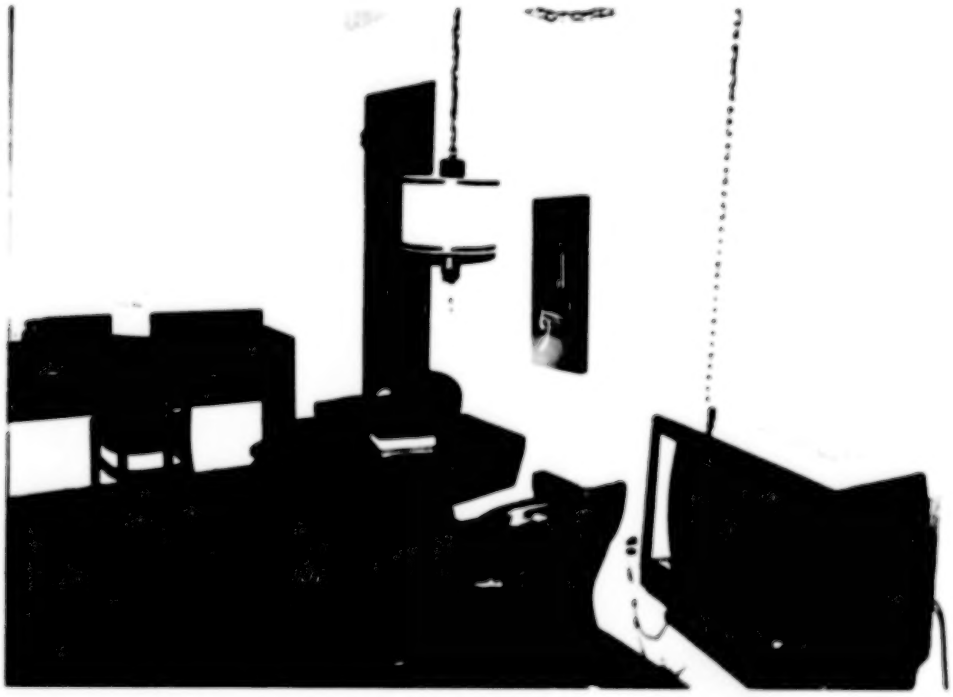
Typical (newer) motel room



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CREE MEADOWS LODGE

Cree Meadows Lodge is located approximately 1 mile outside of downtown Ruidoso. This facility was reviewed by way of a drive-by only as the poor maintenance condition of the property was obvious and it was therefore determined to be noncomparable to the concessioner's facilities at Big Bend National Park.

FOREST HOME CABINS

Contact: Forest Home Cabins
P.O. Box 2068
Ruidoso, New Mexico 88345
Phone: (505) 257-4504

Forest Home Cabins are located in the Upper Canyon section of Ruidoso, approximately 8 miles outside of downtown Ruidoso. These cabins were briefly reviewed; however, they are not recommended as comparables based on the fact that they are newly constructed one, two, and three-bedroom log cabins with fireplaces and color television, and are not similar to the older stone cottages provided by the concessioner at Big Bend.

SHADOW MOUNTAIN LODGE

Contact: Ron and Carole Wall, Innkeepers (Owners)
107 Main Road, Upper Canyon
P.O. Box 1427
Ruidoso, New Mexico 88345
Phone: (505) 257-4886

Number of Rooms: 19 (One-bedroom units with full kitchens or wet bars)

Food Service: None

Operating Season: Year-round

Occupancy: 90% July and August
44% Annually

Age: 1983-84 (4-5 years)

Construction: Wood-frame

Peak Season: Memorial Day - Labor Day (4 months)

Ratings: AAA - 3 diamond

Peak-Season Clientele: 70% Tourists
30% Commerical

Average Length of Stay: 3 days

Major Credit Cards Accepted: Yes

Other: Beautifully landscaped grounds. Outstanding facility maintenance (interior and exterior). Fireplaces in all units - firewood provided. Shampoo and hair dryers in all units.

Rooms: All units are one-bedroom with king beds and full kitchen or wet bar. Numerous upgrade amenities and "homey" decorating touches not generally found in rental accommodations.

Location: Located in the Upper Canyon section of Ruidoso, approximately 8 miles outside of town. A mountainous, wooded, destination resort area.

Comparability: This facility is not considered to be a good comparable to the concession-provided overnight accommodations at Big Bend based on the following:

1. Kitchens or wet bars in all units, and

2. Numerous luxury appointments and upgrade amenities not provided in the accommodations within the park.

Shadow Mountain Lodge

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 19 (1 BDRM with Full Kitchens) King Beds or wet Bar
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: 90% Jul & Aug
44% annually

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED X
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): Memorial Day - Labor Day (4 mos.)

COMPETITION (MILES & #):
numerous resort cabins nearby and in Ruidoso proper (8 miles)

SIMILAR SETTING OF AREA: Destination resort area - wooded, mountainous

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY) 3 Days
70% - Tourists (mostly couples) TOURIST, CONVENTION, FAMILIES, ETC.):
30% - Commercial (40-50% Senior Citizens)

SIMILAR AGE OF FACILITY: 1983-84

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Roswell - 100 miles
(+ SAMS in El Paso, TX) Ruidoso - 8 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) none

NUMBER OF EMPLOYEES: 8 } 2 are owners + 2 are owner's children

HOUSING OF EMPLOYEES: Family (owners) + 1 other employee

RATINGS OF OTHER ORGANIZATIONS: AAA - 3 diamond

- Beautifully landscaped grounds
- Outstanding facility maintenance (interior & exterior)
- Located in the "Upper Canyon" section of Ruidoso - approx. 8 miles outside of town.

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Shadow Mtn. Comparable Lodge	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge (+ Remote Control)		X			
- BW/no charge					
- movies via TV/no charge (HBO)		X			
- extra charge					
Telephone					
- direct dial		X			
- switchboard operated (11 PM - 7 AM : recorder only)		X			
Swimming Pool					
- indoor					
- outdoor/heated					
- outdoor/not heated					
- pool deck/patio area					
Retail Facilities					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites					
- rooms adapted for handicapped					
- conference or meeting rooms (14-18 People)		X			
- rooms with kitchens (all)		X			
Vending					
- in-room					
- common area		X			

- no food service - all units have kitchens or wet Bars.
- shampoo & hair dryers in rooms.

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	Concessioner	Shadow Mtn. Comparable Lodge	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms (in all units)		X			
Designated Bus/Camper Parking (vacant lot)		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges (reduced fee at local course)					
Convenience/Comfort Related					
Air Conditioned Guest Rooms					
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture		X			
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (will assist upon request)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations (upon request)					
Have Rental Cars Available (at airport only)					
Major Credit Cards Accepted					
Registration Office Open 24 Hours (8:30A - 10:30P only)					

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- Firewood provided.
- Fresh ground coffee, tea & juice provided for guests — in rooms.
- Box Seat (on Finish Line) available at horse race track & complimentary parking at track for guests.

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SHADOW MOUNTAIN LODGE RATE CARD: 1988-1989

Regular Rates:

Peak Season:

Memorial Day through Labor Day and Holiday Periods	**$73.00**
June Weekdays (Sunday - Thursday)	**$59.00**

Off Season:

After Labor Day to Memorial Day excepting Holiday Periods.

Weekends	**$59.00**
Weekdays	**$48.00**

Weekly Rate:

Pay for six and get the seventh night free.

Discounts:

The Lodge honors AARP and AAA Travel Cards at 10% off regular rates.

Packages:

Ski Package:

(November 26 - March 26)

Weekday Special Sunday - Thursday	**$189.00**
Four Day Special Wednesday - Saturday	**$199.00**
Full Week Special	**$279.00**

Special ski rental pricing for Shadow Mountain guests at Brothers Ski Emporium.

Senior Group Tour Package:

To encourage seniors to travel to Ruidoso in the Off-season we offer a special price and amenity package. Call for details.

Corporate Seminar Package:

Special prices with use of our conference room are available and vary with size of group and length of stay. Gourmet catering available with beverage service.

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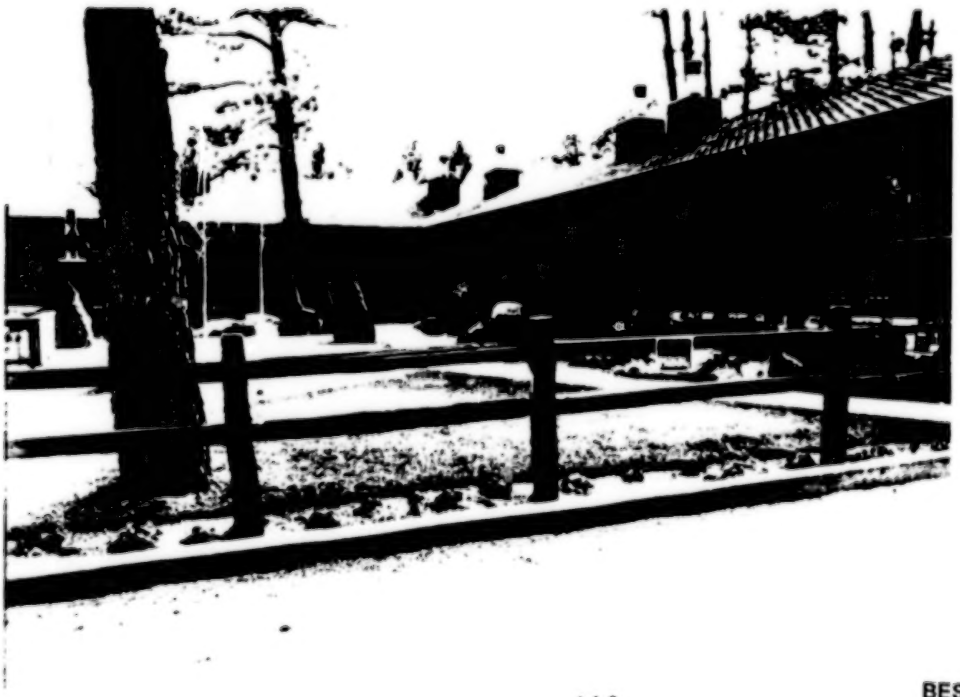
SHADOW MOUNTAIN
LODGE

Entrance to complex (office building)

View of rooms and grounds



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SHADOW MOUNTAIN LODGE

Typical unit with kitchen

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SUPER 8 MOTEL

Contact: Manager
P.O. Box 2600
Ruidoso, New Mexico 88345
Phone: (505) 378-8180

Number of Rooms: 63 (2 suites)

Food Service: None

Operating Season: Year-round

Occupancy: Peak 85%
Off 40%

Age: 5 years

Construction: Wood-frame, stucco, 3 story

Peak Season: Memorial Day-Labor Day (4 months) and December-March (ski season) (4 months)

Ratings: None

Peak-Season Clientele: Primarily tourists

Average Length of Stay: 2 days

Major Credit Cards Accepted: Yes

Other: The only economy chain motel in Ruidoso. Sauna and Jacuzzi, some water beds, nonsmoking rooms available.

Rooms: Standard mid-scale economy rooms with no upgrade amenities.

Location: In-town location. Primarily a destination resort area located at 7,000 feet with wooded, mountainous terrain.

Comparability: These standard motel rooms are considered to be comparable to the overnight accommodations provided by the concessioner at Big Bend; however, this facility is not recommended for use as a comparable based on the overall structure of the Super 8 Motels' economy lodging strategy which is geared toward providing a basic, mid-level economy motel room with very few, if any, additional amenities or services available for their guests.

Super 8 Motel

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 63 (two suites)
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: 85 %
off: 40 %

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) X
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): Memorial Day - Labor Day (4 mos.)
Dec - mar (ski season) (4 mos.)

COMPETITION (MILES & #):
Numerous other motels in town.

SIMILAR SETTING OF AREA: Destination resort area at 8,000' in a pine-covered, mountainous setting.

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2 Days
(TOURIST, CONVENTION, FAMILIES, ETC.):
- Primarily Tourists (Lots of Families)
- Commercial

Discounts for: AARP (Seniors)
GOVT. - State & Fed.
Corporate

SIMILAR AGE OF FACILITY: 5 years

CONSTRUCTION TYPE: MASONRY STEEL EXTERIOR FINISHED INTERIOR Stucco
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Calif. - AL Textiles
Dallas for some supplies - 560 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) Super 8

NUMBER OF EMPLOYEES: 15 Full-time

HOUSING OF EMPLOYEES: None

RATINGS OF OTHER ORGANIZATIONS: None

Rates (1988):	1 Per	2 Per	2 Per/2 Bed	3 Per	4 Per
4/1 - 5/20	$ 28.88	$ 32.88	$ 36.88	$ 39.88	42.88
5/21 - 9/30	42.88	46.88	50.88	53.88	56.88

- Higher rates for waterbeds
- Cribs : $3.00
- Children Stay Free
- Tax: 9.5 %

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Super Comparable	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge (Cable)		X			
- extra charge					
Telephone					
- direct dial		X			
- switchboard operated					
Swimming Pool None					
- indoor					
- outdoor/heated					
- outdoor/not heated					
- pool deck/patio area					
Retail Facilities None					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities None					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control	X				
- shower or bath in each	X				
- suites (2)	X				
- rooms adapted for handicapped	X				
- conference or meeting rooms					
- rooms with kitchens					
Vending					
- in-room					
- common area	X				

- non-smoking rooms available.
- some water-beds.
- sauna & jacuzzi
- live hanging plant in rooms

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	Concessioner	Superior Comparable	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations		X			
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours		X			

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- No Food Service.
- pancake House adjacent. Ruidoso Inn next door.

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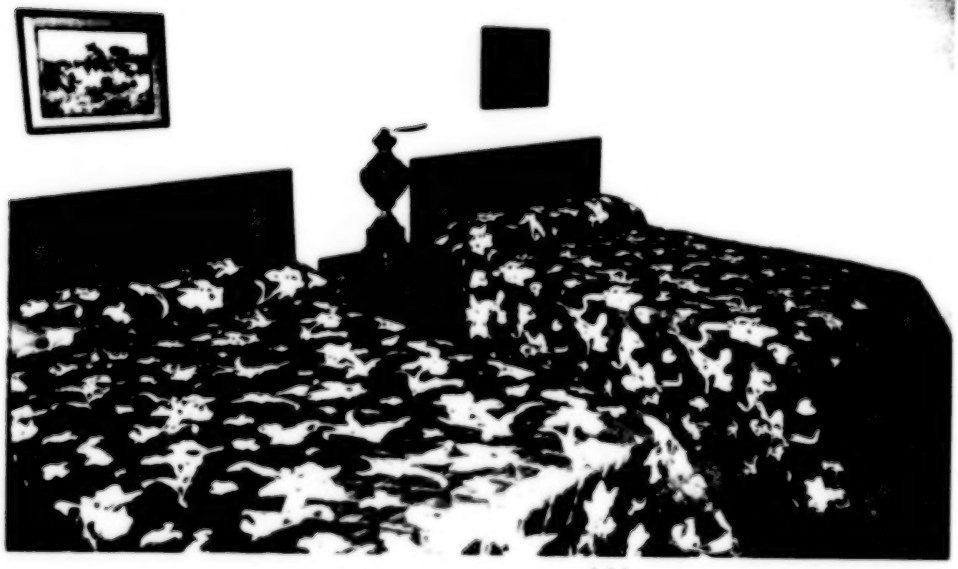
SUPER 8 MOTEL

Drive-thru entrance

Typical room



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RIO PENASCO RV PARK

Contact: Manager
Rio Penasco RV Park
Mayhill, New Mexico 88339
Phone: (505) 687-3715
(By Cloudcroft and Ruidoso)

Number of Rooms: None

Number of RV Sites: 22 (full hookups)

Food Service: None

Operating Season: 11 months

Peak Season: May-September (5 months)

Peak Season Clientele: Tourists

Average Length of Stay: 2 nights

Other: Cable television hookups, garbage pick-up, firewood provided
Showers free for renters - $2 for nonrenters
Rest rooms and laundry (one washer and one dryer)
Gravel surfaced, pull-through sites

1988 Rates:		
	2 people	$ 10.50 per night
	Extra person	1.00 per night
	Weekly	60.00
	Monthly	175.00

RV

CAMPGROUNDS
ADJUSTMENTS TO COMPARABLES
EXTRA QUALITY FEATURES

Mayhill, N.M.
(By Cloudcroft)

Rio Penasco RV Park

22 RV Sites (Full Hook-ups)

Features (Check if present)	CONCESSIONER	Comparables: Rio Penasco RV Park				
Facility Related						
Water Hook Up		X				
Electric Hook Up						
Free		X				
Extra Charge						
Extra Charge for Aid Cond. Only						
Showers						
Cold Water - Free						
Hot and Cold Water - Free		X				
Coin Operated						
Rest Room Service						
Pit Type Toilets						
Flush Type Toilets		X				
Cold Water						
Hot and Cold Water						
Rest Room-Construction						
Wood						
Interior - Rough Finish						
Interior - Finished Walls and Ceilings						
Showers - Common Area						
Showers - Partioned Stalls						
Heated						
Water						
At Individual Site		X				
Scattered Hydrants						
Central Only						
Dumping Station						
Free						
Extra charge						
Sewage Hook Up						
Free		X				
Extra charge						

1988 Rates

$10.50/Night (2 people)
1.00/Night (Extra person charge)

$60.00/week

$175.00/month

Features (Check if Present)	CONCESSIONER	COMPARABLES				
Facility Related		Rio Penasco RV Park				
Site Accessibility						
Rough or Gravel road		X				
Paved						
Pull-through for RVs and trailers		X				
Provisions for Handicapped						
Lighted Areas and Path						
Picnic Table at Site						
Fireplace/Grill At Site						
Site Seclusion						
Utmost						
Moderate		X				
Limited						
Trash Receptacles						
At Site						
Centralized		X				
Service Related						
Camper Store						
Food Service						
Gasoline Service Station						
24 Hour On Site Attendent						
Firewood Available - Provided		X				
Coin Laundry Available		X				
Ice Available						
Vending Machines						
Swimming Pools						
Tennis Courts						
Children's Playground						
Hiking						
Interpretation Program						
Entertainment Program						
Recreation Room						

Other factors may be added as they are observed during the comparability review.

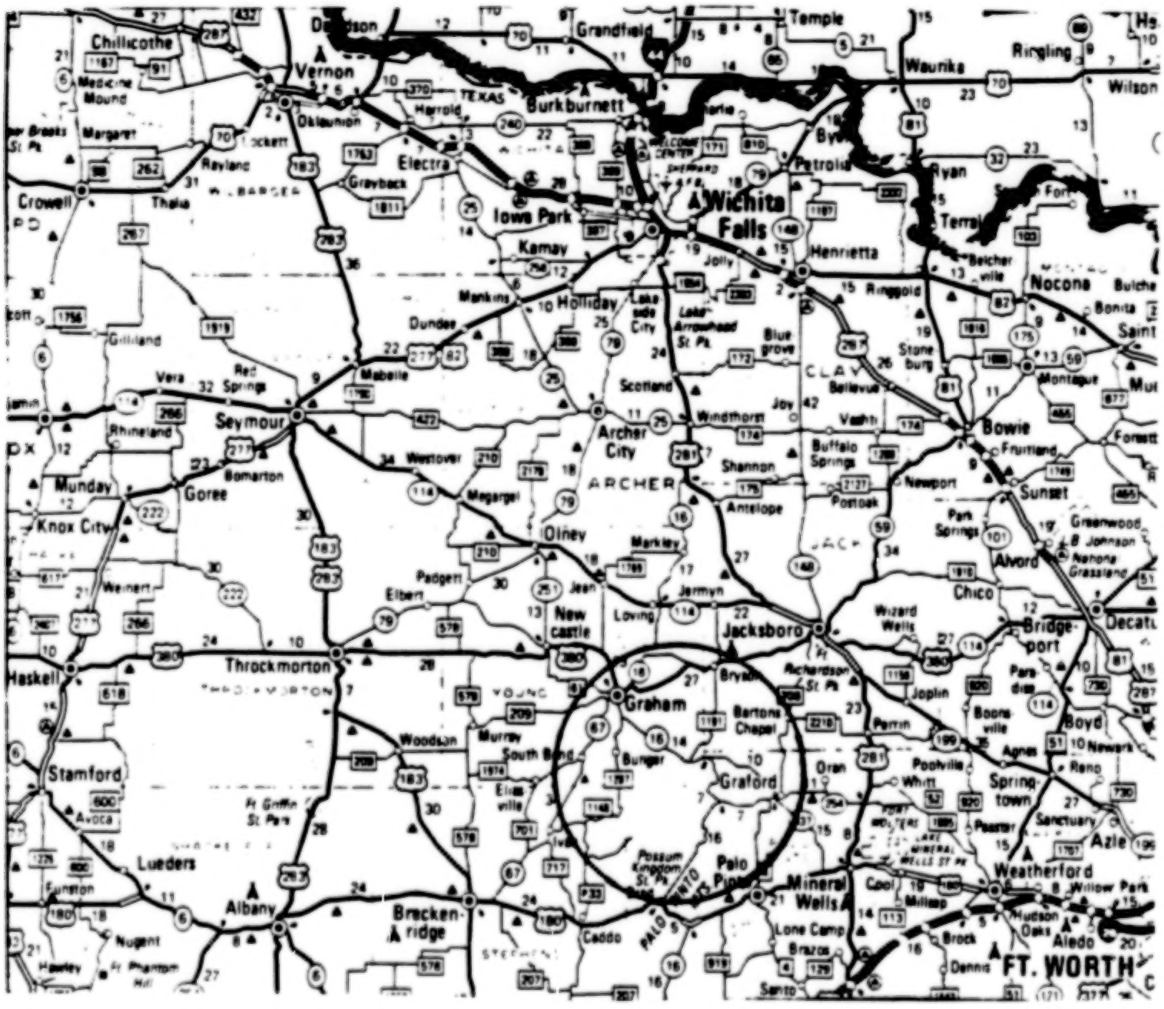
- cable TV (free hook-ups)
- showers: #2 for non-renters

GRAHAM, TEXAS

Graham is located in north central Texas approximately 55 miles northwest of Fort Worth and 550 miles northeast of Big Bend's northeast entrance.

Possum Kingdom Lake, 15 miles outside of Graham, is dotted with lakeside resorts and camps. The 17,700-acre reservoir is among Texas' most popular outdoor recreation destinations for swimmers, skin divers, boaters, and fishermen. The lake is surrounded by wooded areas which offer good hunting during season. Possum Kingdom State Park is located on the southwestern shoreline.

During this visit, the lake water level was down about 4-6 feet due to scheduled maintenance work on the dam.



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ROCK CREEK CAMP

Contact: Don and Rita Heinze
HC 52, Box 1077
Possum Kingdom Lake
Graford, Texas 76045
Phone: (817) 779-2766

Number of Rooms: 8 cabins (with kitchens and 2 double beds)
$35.00 plus tax per night)

Food Service: None

Operating Season: Year-round

Occupancy: Cabins ?
RV Sites 100% in peak season

Age: ?

Construction: Wood-frame

Peak Season: May-September (5 months)

Ratings: None

Peak-Season Clientele: Tourists, families, fishing parties, seniors (all repeat business)

Average Length of Stay: 2-3 days

Major Credit Cards Accepted: ?

Other: Mobile home park, boat launch, boat rentals, store with microwave sandwiches, and gas pumps, fish-cleaning station on-site. Eighteen RV sites (full hookups), picnic tables, showers and rest rooms, trash cans, gravel surfaced sites - no pads.

Rooms: Small, one-room cabins are nicely furnished and well maintained; two double beds; shower only, air-conditioning, and well-spaced apart from other cabin units.

Location: Located on the water at Possum Kingdom Lake, 75 miles northwest of Dallas/Fort Worth.

Comparability: The cabins and RV sites are not considered to be a good comparable to the concessioner's older stone cottages and other facilities at Big Bend.

Rock Creek Camp

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 8 Individual Cabins (with Kitchens + 2 double beds $35.00/night + Tax)
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: ?

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS X
TENTS ____

SEASONALITY (75% OF BUSINESS): May-Sep (5 mos.)

18 RV Sites
- Sewer, water & electricity
- Picnic Tables
- Restrooms & showers
- no laundry
- Rate: $10.00/night
- Av. Stay: 2-3 Days
- 100% occupancy in Peak Season
- no Pads

COMPETITION (MILES & #):
Numerous other overnight facilities on lake.

SIMILAR SETTING OF AREA:
Situated on the water at Possum Kingdom Lake.

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY) 2-3 Days
(TOURIST, CONVENTION, FAMILIES, ETC.): (all repeat business)
Tourists, families, fishing parties, senior citizens
(Clients mainly from Ft Worth, Dallas & Wichita Falls)

SIMILAR AGE OF FACILITY: ?

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Dallas/Ft. Worth - 75 miles
Wichita Falls - 80 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None

NUMBER OF EMPLOYEES: Owners (2)

HOUSING OF EMPLOYEES: Owners

RATINGS OF OTHER ORGANIZATIONS: None

- Brazos River Authority owns the land & leases it out for operation.
- Trailer Park
- RV Sites
- Store & gas pumps & propane gas
- Fish Cleaning Station
- Boat Rentals & Launch

Self-Service Gas Pumps
Reg $.99.9
Unlead 1.04.0

Gasoline delivered from Mineral Wells - 28 Miles

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Rock Creek Comparable Cabins	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge					
- extra charge					
Telephone					
- direct dial (Pay Telephone By Store)					
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated					
- outdoor/not heated					
- pool deck/patio area					
Retail Facilities					
- gifts/souvenirs (Limited)		X			
- personal needs/drugs		X			
- outdoor equipment (i.e., camping, fishing, etc.)		X			
- other (i.e., groceries, sundries, etc.)		X			
Restaurant/Bar Facilities none					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control		X			
- shower or bath in each (Shower only)		X			
- suites					
- rooms adapted for handicapped					
- conference or meeting rooms					
- rooms with kitchens (all cabins)		X			
Vending					
- in-room					
- common area (Store on site - has ice + Soft drink machines)		X			

18 RV Sites (Full Hook-ups)
- Picnic Tables, Showers & Restrooms
- no pads, gravel surfaced area
- average Stay: 2-3 Days
- 1988 Rate: $10.00/Night

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	Concessioner	Rock Creek Camp Comparable Cabins	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking					
Children Play Area					
Recreation Room					
Marina					
Beach		X			
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted		?			
Registration Office Open 24 Hours					

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- no Food Service

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ROCK CREEK [illegible]

Store and office

Rental cabins

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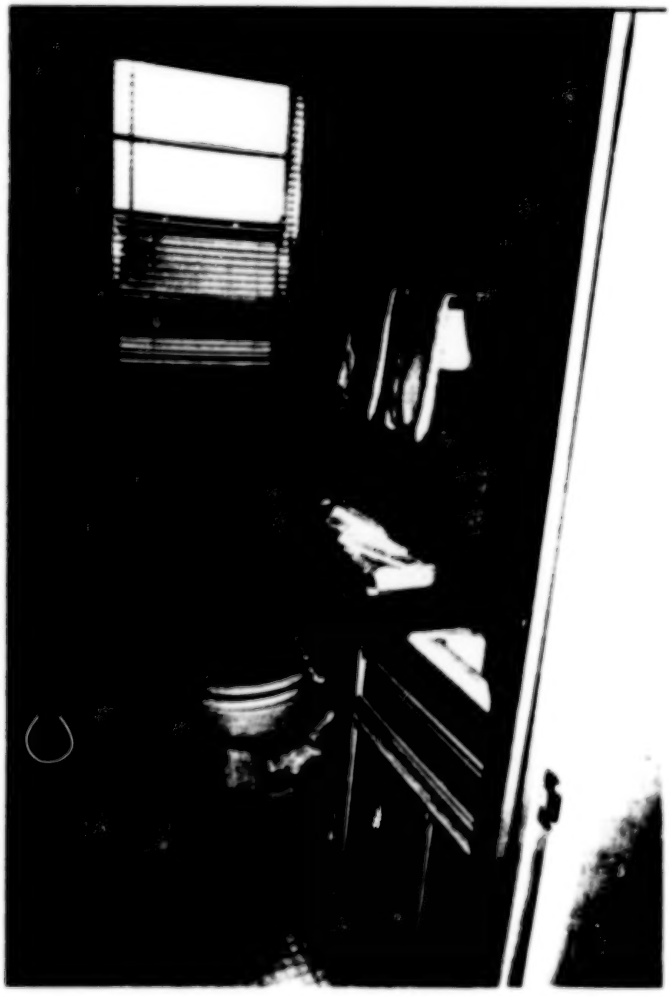
ROCK CREEK CAMP

Cabin kitchen
and bath



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ROCK CREEK CAMP

RV sites

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POSSUM KINGDOM LODGE

Contact: Paul and Kris Descoteaux, Owners/Managers
HC 52, Box 1008, Possum Kingdom Lake
Graford, Texas 76045
Phone: (817) 779-2757

Number of Rooms: Six cabins and one mobile home

Food Service: None

Operating Season: Year-round

Occupancy: ?

Age: ?

Construction: Wood-frame cabins

Peak Season: May-September (5 months)

Ratings: None

Peak-Season Clientele: Tourists, fishing parties, families

Average Length of Stay: 2-3 days

Major Credit Cards Accepted: Yes

Other: Fifteen-acre resort. Store and gas pumps, gas dock, boat rentals

Rooms: Individual cabins (lakehouses), one triplex with 3 one-room efficiency units, one mobile home

Location: Located on the water at Possum Kingdom Lake approximately 75 miles northeast of Dallas/Fort Worth.

Comparability: These facilities are more similar to private home rentals than commercial motel/cottage units and are not considered to be good comparables to the concession-provided overnight accommodations at Big Bend.

Possum Kingdom Lodge

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 6 Cabins + 1 mobile Home
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

- One Triplex with 3 one-room efficiencies
- One 2 BRm mobile Home
- 1 BDRm Lakehouse
- 2 BDRm Lakehouse
- 3 BDRm Lakehouse

IN-SEASON OCCUPANCY RATES: ?

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED X
DETACHED ROOMS OR CABINS X
TENTS ____

SEASONALITY (75% OF BUSINESS): May-Sep (5 mos.)

COMPETITION (MILES & #):
Numerous other overnight units on lake

SIMILAR SETTING OF AREA:
On the water location at Possum Kingdom Lake

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2-3 Days
(TOURIST, CONVENTION, FAMILIES, ETC.):
- Fishing Parties
- Families
- Tourists
- 25% Discount: Senior Citizens
- Special Group Rates

SIMILAR AGE OF FACILITY: ?

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X (+ mobile home)
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Ft Worth/Dallas - 75 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None

NUMBER OF EMPLOYEES: Owners (2)

HOUSING OF EMPLOYEES: Owners (2)

RATINGS OF OTHER ORGANIZATIONS: None

- Store & gas pumps, propane, pay telephones
- Boat Rentals + gas dock
- 15-Acre Resort.

Self-Serve Gas Pumps
Reg - $ .92.0

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Refer to Rate Sheet for individual cabin/house configuration and amenities - each are different.

	Concessioner	Poston Kingdom Comparable Lodge	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking					
Children Play Area					
Recreation Room					
Marina (Limited - Primarily for Guest Use)		X			
Beach		X			
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms					
Wall-to-wall Carpets in Rooms					
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours					

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- Houses not inspected as they were all rented during this visit.

- No Food Service.

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OUR RATES

WATERFRONT EFFICIENCY — **$50 per night per couple**

Kitchenette, microwave oven, 2 full size beds, A/C, & hot showers

2 BEDROOM MOBILE HOME — **$60 per night 4 people**

Central heat & air, full bath, kitchen & living area, porch, carport and lots of shade

LAKEHOUSE ..... **$75.00 per night**
1 BEDROOM/1 BATH — **4 people**

Large living room, wood burning stove, screened porch, deck & private dock - waterfront.

LAKEHOUSE — **$125 per night**
2 BEDROOM/1 BATH — **6 people**

Large kitchen & living room with vaulted ceilings, color T.V., wall to wall carpeting, front & rear decks, full size beds, central heat and air

V.I.P. SUITE — **$150 per night 8 people**

3 bedroom, 2 bath waterfront lakehouse with formal living & dining area, vaulted ceilings, large kitchen & buffet areas with dishwasher, rock fireplace, tinted windows, and garden tub in master bath

TRIPLEX — **$150 per night sleeps 12**

3 one room efficiencies with 3 kitchenettes, 3 showers, covered patio area, 2 full size beds in each, A/C, picture windows overlooking lake

CHILDREN FREE ... **when accompanied by adults**

PETS ..... **$7.50 per pet, per stay**

EXTRA COMPANY ... **$5 per day per person**

Check in/check out 12:00 to 12:00. 3 night minimum holiday weekends.
Reservations may be booked with VISA or MasterCard or prepaid with cashiers checks, money orders or cash. Personal checks are not accepted.

All cabins & lakehouses have BBQ grills and/or barrel smokers. All camp amenities, docking & launching are FREE for registered guests only. Gas & supplies available at office.

All cabins & lakehouses will be provided with fresh pressed bed linens. However, it is the responsibility of the renter to bring bath towels, washcloths, bar soap, cooking utensils, drinking water & lawn chairs.

Water furnished is lakewater. Though it is often clear, it is not approved by the state as being potable or drinkable. Though residents of the lake shower and use it for cleaning purposes daily in their homes they still use bottled water for drinking.

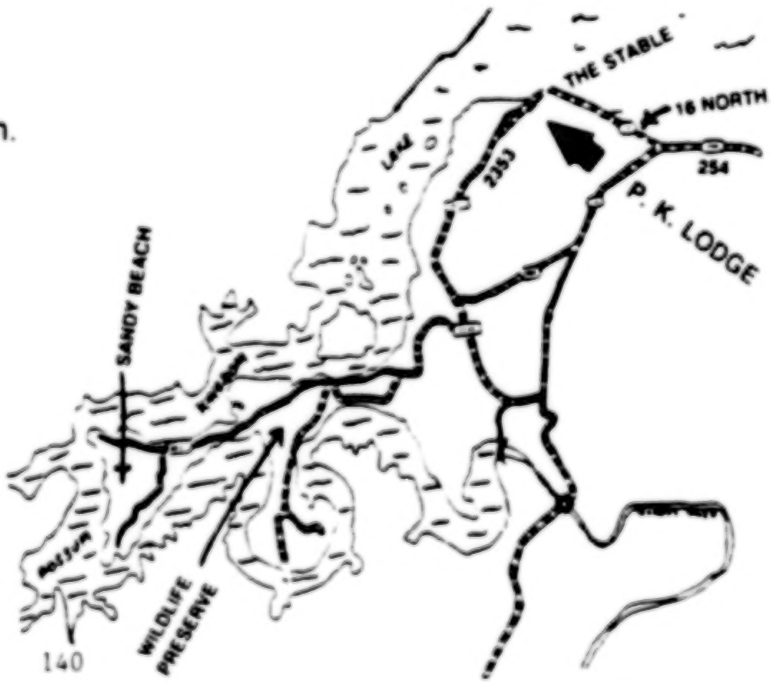
25% OFF FOR SENIOR CITIZENS

2 nights for 1 value season from Thanksgiving to Mar. 1 for trout fishing & duck hunting. 15% off for policemen & firemen. Special rates available for family reunions; church, youth & handicapped. Please call for these rates.

BOAT RENTALS

$50 per day
+ **$50** security deposit

14-foot Starcraft with 16 HP Suzuki motor. We furnish gas, oil, lifejackets, oars & anchor



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PUSSIM SINDOM
LODGE

Store/office
gas/propane

Waterfront
cabin rentals

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LAKEVIEW LODGE

Contact: John and Jannet McCracken
Possum Kingdom Lake, Texas
Phone: (817) 779-2522/3871

Facilities: Air conditioned cabins with kitchenettes, gas dock, two boat ramps, dock with 10 boat slips, boat rentals, RV sites with hookups, store.

This facility was reviewed by a "drive-thru" only. It was readily apparent that the entire facility was in poor maintenance condition and not considered to be a good comparable to the overnight accommodations provided by the concessioner at Big Bend.

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ONE MOUNTAIN PLACE

Contact: Henry and Ruth McCracken
Possum Kingdom Lake
Star Route, Box 167
Graford, Texas 76045
Phone: (817) 779-2333

This facility was not reviewed as the office was closed during our visit and the entrance was marked "no trespassing."

According to their advertisements, the facility has new modern cabin rentals, RV sites, campgrounds, and a swimming pool.

The park may want to review this facility at a later date if they are again in the area seeking comparables.

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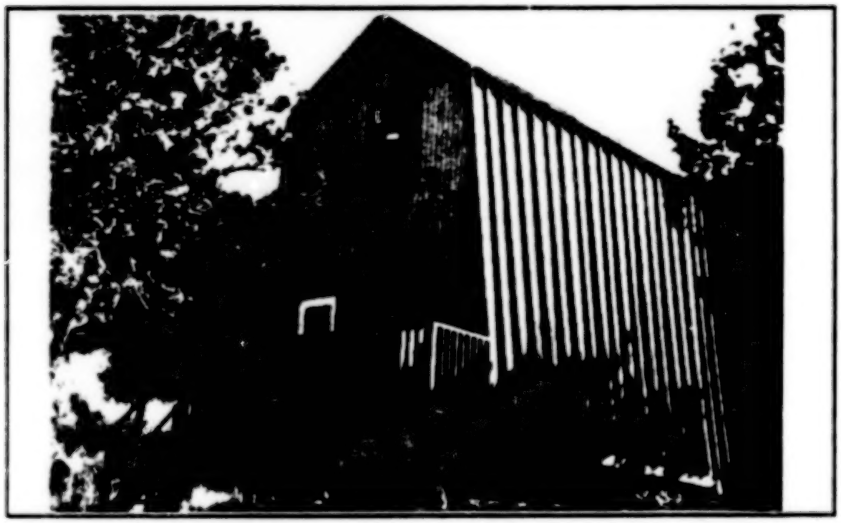
ONE MOUNTAIN
PLACE

ONE MOUNTAIN PLACE

HAS THE

Best Campground on the Lake



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Family Reunions Welcomed

•CABIN RENTAL • RV HOOK UPS •CAMPGROUND

Enjoy Spacious Camp Sites

•WATER & ELECTRICTY
•SHADED, LEVEL SITES
•PINIC TABLES

•CHARCOAL GRILLS
•CLEAN REST ROOMS & SHOWERS
•SCENIC LOCATION

•TEXAS SWIMMING POOL
WITH SAND BEACHES
[illegible] ACRES LOCATED IN
PORTAL KINGDOM LAKE

• BOAT RENTALS (817) 779-2334

LAKE TRAVIS, TEXAS

Lake Travis is located in central Texas approximately 23 miles northwest of Austin and 323 miles northeast of Big Bend National Park.

Lake Travis is an 18,930-acre reservoir of the Lower Colorado River Authority, one of the famous Highland Lakes that stair-step up the Colorado from Austin. The shoreline is dotted with resorts, marinas,

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SANBAR LODGE

Contact: Wayne and Velma Justice
Star Route, Box 195
Possum Kingdom Lake, Texas 76045
Phone: (817) 779-2922

Facilities: Cabins, gas dock, boat launch, mobile home park, convenience store, and inland gas (Texaco - regular: $1.04/Unleaded: $1.07)

This facility was reviewed by a "drive-thru" only as the store/office was closed during our visit.

The cabins did not appear to be comparable to the older stone cottages provided by the concessioner at Big Bend. Additional reviews of this facility are not recommended.

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SANBAR LODGE

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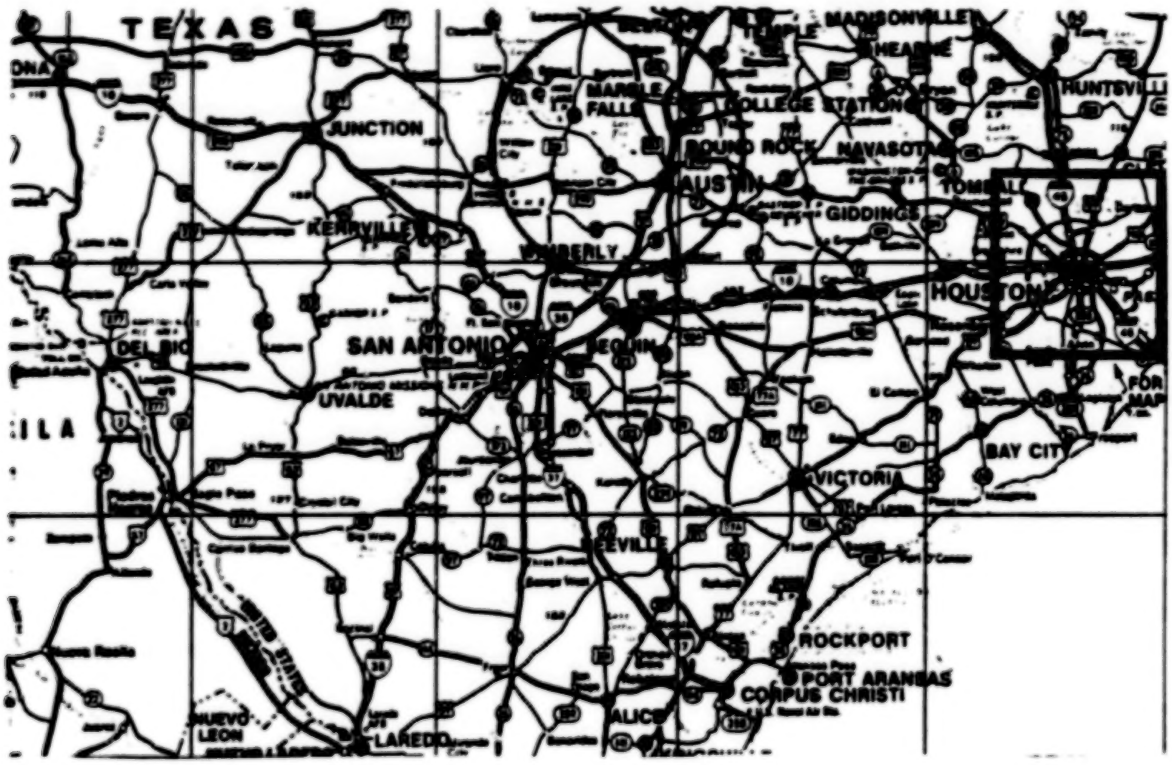
MARBLE FALLS, TEXAS

Marble Falls is located in central Texas approximately 52 miles northwest of Austin and 283 miles northeast of Big Bend National Park.

Marble Falls is named for the Colorado River waterfalls over the marble outcroppings. Hunting, fishing, and camping activities are popular in the area. Marble Falls Lake is a small 780-acre impoundment on the Colorado River, one of a series of Highland Lakes. Boating, skiing, sailing, swimming, and fishing are very popular lake activities.



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BEST WESTERN HILL COUNTRY MOTEL

Contact: Debby Phillips, Manager
1101 Highway 281 North
Marble Falls, Texas 78654
Phone: (512) 693-3637

Number of Rooms: 69 (12 with kitchens)

Food Service: None

Operating Season: Year-round

Occupancy: ?

Age: 6 years

Construction: Two-story, masonry, wood-frame

Peak Season: April-October (7 months)

Ratings: AAA - 3 Diamond

Peak-Season Clientele: Tourists (summer) __%(?)
Large percentage of commercial business year-round

Average Length of Stay: 2-3 nights

Major Credit Cards Accepted: Yes

Other: Coffee maker in rooms; telephone in bathrooms; shampoo provided. Swimming pool, hot tub.

Rooms: Large standard rooms, double-double or king beds; 12 kitchenettes (fully equipped); some upgrade amenities.

Location: In-town location, gateway to the Highland Lakes resort area.

Comparability: This facility is not recommended as a good comparable for the concession-provided overnight accommodations at Big Bend based primarily on the year-round large percentage of commercial business clientele.

Hill Country Motel
(Best Western)

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 69 (+ 1 Apt.) (12 with Kitchens)
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: ?

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): Apr-Oct (7 mos.)

COMPETITION (MILES & #):
2+ in town (Comfort Inn across the street)

SIMILAR SETTING OF AREA:
In town location - gateway to the Highland Lakes area.

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2-3 nights
Tourists (summer) - % ? (TOURIST, CONVENTION, FAMILIES, ETC.):
Large % of commercial business year-round

SIMILAR AGE OF FACILITY: 6 yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR X
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Austin - 40 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) Best Western

NUMBER OF EMPLOYEES: 14 (7 Full-Time + 7 Part-Time)

HOUSING OF EMPLOYEES: None

RATINGS OF OTHER ORGANIZATIONS: AAA 3-Diamond

1988 Rates:		Commercial
1 Person	$ 34	$ 31
2 People	42	38
3 People	46	42
4 People	50	46

- Rollaway - $ 5.00
- Crib - free
- Children under 12 - free

- weekly rates
- senior citizen discount

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Hill Country Comparable Motel	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge (cable)		X			
- extra charge					
Telephone					
- direct dial		X			
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated (+ whirlpool)		X			
- outdoor/not heated					
- pool deck/patio area		X			
Retail Facilities none					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities none					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites (2)		X			
- rooms adapted for handicapped (2)		X			
- conference or meeting rooms (2 - up to 12 People)		X			
- rooms with kitchens (12)		X			
Vending					
- in-room					
- common area (each building)		X			

- Telephone in bathrooms
- Coffee maker in rooms
- Shampoo provided
- some wallpaper
- plastic glasses

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	Concessioner	Hill Country Comparable Motel	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (employee will assist upon request)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations		X			
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours		X			

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- no food service.

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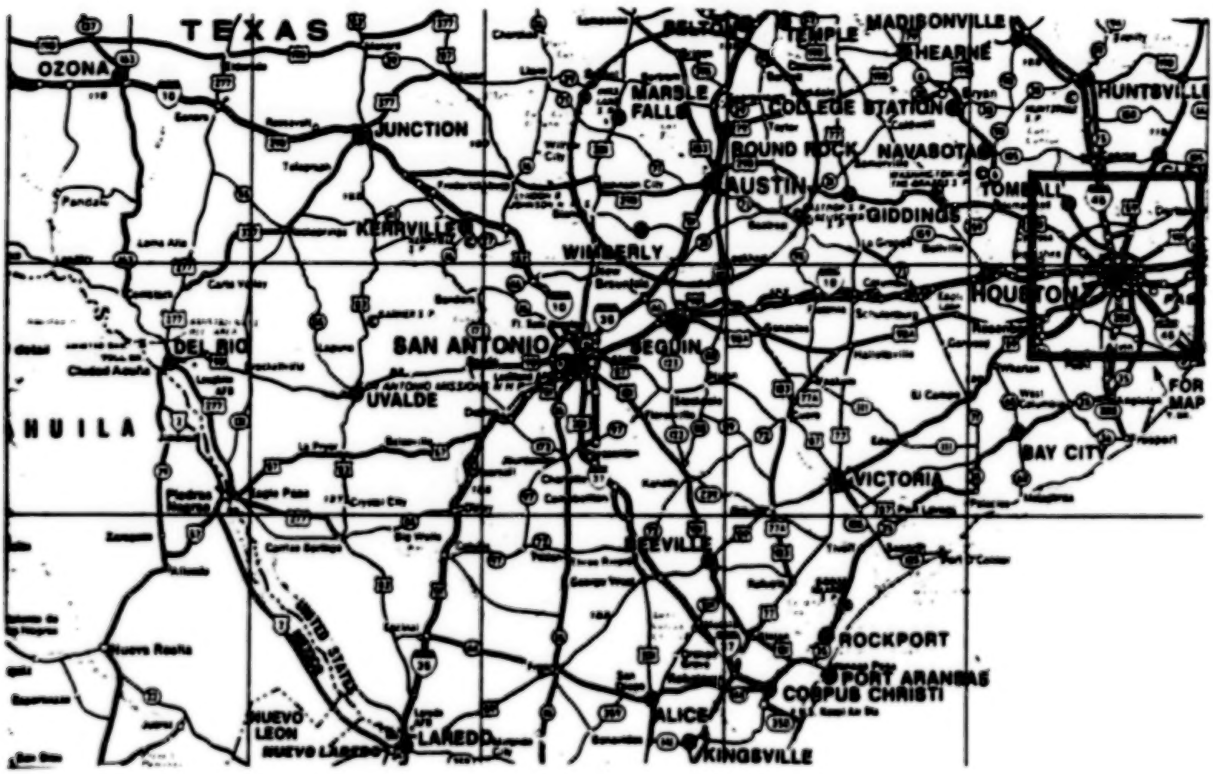
LAKE TRAVIS, TEXAS

Lake Travis is located in central Texas approximately 23 miles northwest of Austin and 323 miles northeast of Big Bend National Park.

Lake Travis is an 18,930-acre reservoir of the Lower Colorado River Authority, one of the famous Highland Lakes that stair-step up the Colorado from Austin. The shoreline is dotted with resorts, marinas, campgrounds, and leisure home developments. The lake is popular for boating, skiing, sailing, and fishing.



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THE INN ON LAKE TRAVIS

Contact: Manager
1900 American Drive
Lago Vista, Texas 78645
Phone: (512) 267-1102

Number of Rooms: 54

Food Service: 94-seat, full-service restaurant and lounge

Operating Season: Year-round

Occupancy: 75-100% - peak
90-100% - peak weekends

Age: 14 years

Construction: Two-story, wood-frame and stucco

Peak Season: April-October (7 months)

Ratings: AAA - 2 Diamond

Peak-Season Clientele:

Weekends		Weekdays	
Tourists	50%	Commercial	100%
Commercial	50%	(State employee training center)	

Average Length of Stay: 2-3 days

Major Credit Cards Accepted: Yes

Other: Boat ramp, fishing, four lighted tennis courts, swimming pool, 35-hole golf course (fee), senior discount, volleyball, shuffleboard, horseshoes, basketball, boat and jet ski rentals.

Rooms: Nice standard double-double rooms, all view rooms with a private patio or deck, air-conditioning. No upgrade amenities.

Location: On the lake in a destination resort area 45 miles outside of Austin.

Comparability: This facility is not recommended as a good comparable based on the extensive commercial use of the complex (100% during the weekdays and 50% on weekends) as a training center for state employees; thereby rendering the facility almost unavailable to the general public.

The Inn on Lake Travis

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 54 (2 double beds) (2 suites)
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: 75-100%
weekends: 90-100%

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): APR-OCT (7 mos.)

COMPETITION (MILES & #):

condos/Time shares next door and other resort on lake

SIMILAR SETTING OF AREA:
near the water in a resort area

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2-3 Days
(TOURIST, CONVENTION, FAMILIES, ETC.):

Weekends	Weekdays
Tourists - 50%	Commercial - 100% (primarily state employee's training courses, seminars, conferences)
Commercial - 50%	

SIMILAR AGE OF FACILITY: 14 yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X (+ stucco)
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Austin - 45 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) none (formerly: "world Resorts")

NUMBER OF EMPLOYEES: 19 Full-Time

HOUSING OF EMPLOYEES: None

RATINGS OF OTHER ORGANIZATIONS: AAA 2-Diamond

- Boat ramp, fishing, 4 lighted tennis courts, swimming pool, 35-hole golf (fee), senior discount, volleyball, shuffleboard, horseshoes, basketball, boat + jet ski rentals.

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Inn on Lake Comparable Travis	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge (cable)		X			
- extra charge					
Telephone					
- direct dial		X			
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated					
- outdoor/not heated (+ children's wading Pool)		X			
- pool deck/patio area		X			
Retail Facilities					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities					
- cafeteria					
- full-service dining room		X			
- fast-food					
- bar		X			
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites (2) (+ 4 connecting rooms)		X			
- rooms adapted for handicapped (2)		X			
- conference or meeting rooms (200+ - Ballroom #)		X			
- rooms with kitchens					
Vending					
- in-room					
- common area (In each Bldg.)		X			

- Portable refrigerators available.
- all view rooms.
- movies for loan available.
* 6 meeting rooms (50+)
- nice landscaping
- picnic pavilion area
- Smoke detectors, plastic glasses

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	Concessioner	Inn on Lake Comparable Travis	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room (Sports Equip. available)					
Marina		X			
Beach		X			
Tennis Courts (4- lighted)		X			
Golf Privileges		X			
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (Employee will assist upon request)					
Valet Parking					
Room Service					
Entertainment (occasionally)					
Medical Assistant/RN on Duty (5 EMT's)		X			
Audio Visual/Movies		X			
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours		X			

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

FOOD COMPARABLES

FOOD SERVICE TYPE: FAST FOOD
- STAND-UP ____
- SIT-DOWN X
- CARRY-OUT X
- PAPER SER ____
- TABLE SER X

COFFEE SHOP ____
BUFFET For Groups
CAFETERIA ____
INFORMAL D.R. X
FORMAL D.R. ____

SIMILAR SALES MIX (ALCOHOL TO FOOD): 25% Alcohol

SIMILAR NUMBER OF SEATS: 94

SIMILAR MENU:
- FAST FOOD
- SANDWICHES X
- FAMILY STYLE
- ETHNIC
- LIMITED
- SPECIALTY ITEMS - Sea food
- STANDARD OFFERINGS X

SIMILAR NUMBER OF MEALS:
- BREAKFAST X 7A - 10A
- LUNCH X 11A - 2P
- DINNER X 6P - 9:30P (10P - weekends)

COMPETITION: Same as motel

PROXIMITY OF SUPPLIERS: Same as motel

SEASONALITY (75% OF BUSINESS): Same as motel

NUMBER OF EMPLOYEES: 18 (10 - Full-Time, 7 - Part-Time, 1 - Chef)

GET A MENU: Breakfast menu attached

FOOD SERVICE

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is present)		COMPARABLES			
	Concessioner	Inn on Lake Travis			
Facility Related					
Carpeting		X			
Booths					
Counter Seats					
Provisions for the Handicapped (+ Restrooms)		X			
Comfort Related					
Smoking/Non-Smoking Areas					
Air Conditioning		X			
Recorded Music					
Live Entertainment/Stage					
Service Related					
Flowers or Plants on Tables					
Take-out Service Available		X			
Liquor License Held					
- Wine and Beer		X			
- Spirits		X			
Caters to Tour Groups and Organizations		X			
Major Credit Cards Accepted		X			
Linen Tablecloths (Dinner)		X			
Glass vs. Paper Cups or Plastic Cups					
Stainless or Silverplated Tablesetting vs. Plastic					

More features may be added as they are observed during the comparability review, i.e., toothpicks, mints, wetnaps, and so on.

1988

THE INN
ON LAKE TRAVIS

Thank you for your consideration of The Inn on Lake Travis. We look forward to having you as our guest.

The Inn is located 45 miles from downtown Austin, right on the shores of Lake Travis, in the beautiful hill country of Central Texas. The view from all 53 sleeping rooms is spectacular!

Our full service dining room offers breakfast, lunch and dinner daily. Our 2nd story cocktail lounge with panoramic views of the lake is the ideal place to relax at the end of the day. On premises we have a swimming and wading pool, lighted tennis courts, volleyball, shuffleboard, horseshoes, basketball and a boat launch and dock. There are boat and jet ski rentals in the area. We have a pontoon boat and fishing poles available for rent here on the property. We give you access to four gorgeous golf courses and two country clubs.

Our Inn sleeping room rates are as follows:

$49.00 - single occupancy
$56.00 - double occupancy
$63.00 - triple occupancy
$70.00 - quad occupancy
$75.00 - single or double occupancy for the suites

All of our rooms have two double beds and a private patio or deck with a view of Lake Travis. We have two suites, each with a king size bed and parlor area.

GOLF PACKAGE INFORMATION ON BACK!!!

DIRECTIONS:

Coming from Austin, on North 183 you will make a left at the 4th stoplight in Cedar Park. This will be FM 1431. Approximately 13 miles up 1431 you will take a left, this will be Lohman's Crossing. 3 miles down Lohman's Crossing you will turn right on Boggy Ford. Approx. 1½ miles on Boggy Ford you will come to a fork in the road, take the left side of the fork and go approx. 3 miles til you reach a stop sign. This will be American Drive, turn left and go to the end of the street and it will be us or the lake!

If you would like more information or to make reservations, please give us a call. Ask about our group rates on 5 rooms or more and our off season rates! We also have 8 meeting rooms available, the largest seating up to 300 theater style.

1900 AMERICAN DRIVE • LAGO VISTA, TEXAS 78645 • TELEPHONE 512/267-1102 • 1-800-252-3040 TX

ATTENTION ALL GOLFERS

THE "LAGO VISTA EXPERIENCE" PACKAGE IS ESPECIALLY DESIGNED WITH THE GOLFING ENTHUSIASTS IN MIND. THIS PACKAGE IS AVAILABLE FOR TWO GOLFERS PLANNING ON SHARING A ROOM AT THE SPECIAL RATE OF $99.00 PER NIGHT AND INCLUDES THE ROOM, GREEN FEES UNLIMITED ON ONE COURSE ONLY PER DAY AND FULL CART RENTAL FOR 18 HOLES. THE "LAGO VISTA EXPERIENCE" IS OFFERED ON ANY WEEKDAY OR WEEKEND WITH THE EXCEPTION OF HOLIDAY WEEKENDS, ON ANY OF THE FOUR COURSES AVAILABLE IN THE AREA.

GOLF COURSE AVAILABILITY IS SUBJECT TO MAINTENANCE SCHEDULES. CALL AHEAD FOR TEE TIMES.

LAGO VISTA COUNTRY CLUB	(512)267-1179
HIGHLAND LAKES COUNTRY CLUB	(512)267-1685
PT. VENTURE COURSE	(512)267-1151
BAR-K COURSE	(512)267-1226

The Captain's Table Breakfast

Juices

Orange, Tomato or Grapefruit, Small ..... .65 Large ..... .95

Cereals

Assorted Cold Cereals .... 1.50 Hot Oatmeal 1.50

Above Served with Milk and Toast or Biscuits

Eggs and Omelettes

Denver Omelette 4.25
with Onions, Green Peppers and Chunks of Ham

Ham and Cheese Omelette 3.95

Spanish Omelette 3.95
with Onions, Green Peppers, Rotel Tomatoes and Picante Sauce

All Omelettes are Made with Three Eggs and Served with Hash Browns and Toast or Biscuits

Breakfast Tacos, ... Each 1.25
Flour Tortillas Filled with Eggs, Potatoes and Choice of Sausage or Bacon, Served with Picante Sauce

Single Egg (Any Style) . 1.75 Two Eggs (Any Style) . 2.25

Above Served with Hash Browns and Toast or Biscuits

Pancakes

Full Stack (3) .... 2.25 Short Stack (2) ... 1.95

French Toast (2) 2.25

Blueberry Pancakes (3) 2.50

Breakfast Specials

The Continental Breakfast 2.50
Manske Roll, Coffee and Your Choice of Juice

The Captain's Breakfast 3.95
Two Eggs, Any Style, Served with Choice of Bacon or Sausage, Hash Browns and Biscuits or Toast

The First Mate's Breakfast 3.25
One Egg, Any Style, Served with Choice of Bacon or Sausage, Hash Browns and Biscuits or Toast

Migas Con Queso 4.25
A Regional Favorite of Eggs, Fresh Onions, Green Peppers, Tomatoes, Bits of Tortillas and Cheese, Served with Refried Beans, Hash Browns, Flour Tortillas and Picante Sauce

The Hill Country Favorite 4.25
Two Pancakes or Two French Toast, One Egg (Any Style), Three Bacon or Two Sausage, Hash Browns and Toast or Biscuits

Biscuits and Gravy 1.25

Extras

Bacon (3)	1.25	Toast or Biscuits	.75
Sausage (2)	1.25	English Muffin	.95
Ham	1.50	Manske Roll	.95
Grits	.95	Gravy	.50
Hash Browns	.95	Single Egg	.95

Beverages

Coffee (Regular or Decaffeinated)	.65	Hot Tea	.65
Hot Chocolate	.85	Milk	.85

A 15% Gratuity Will Be Added for Parties of 6 or More

To-Go Orders Add .50

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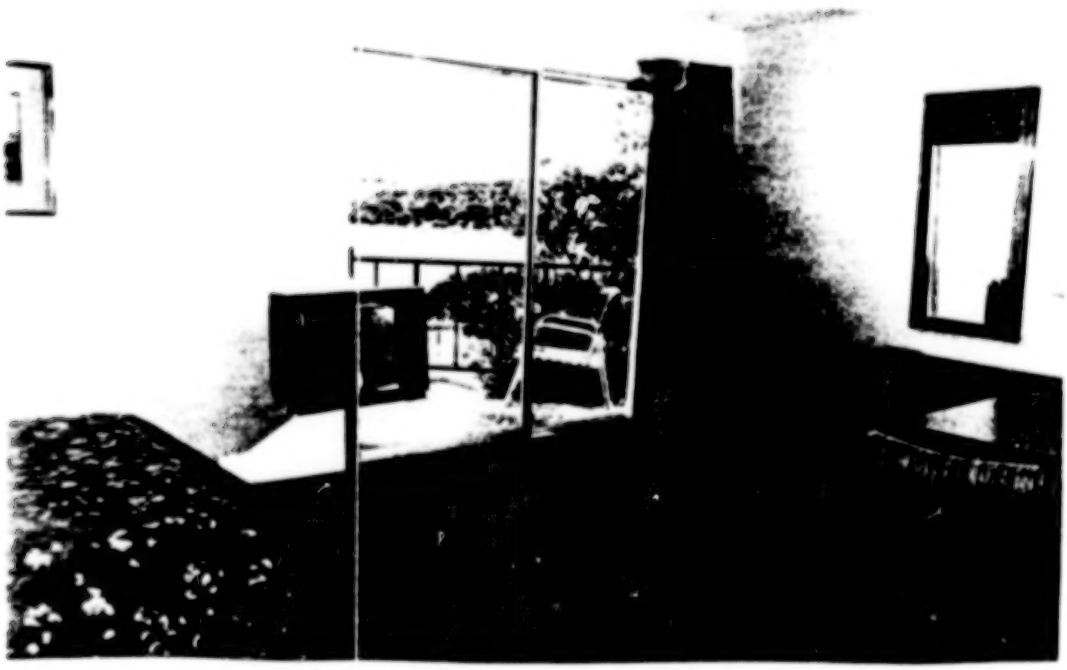
Aerial view of complex



Typical room

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Restaurant

Lounge (located on second floor)

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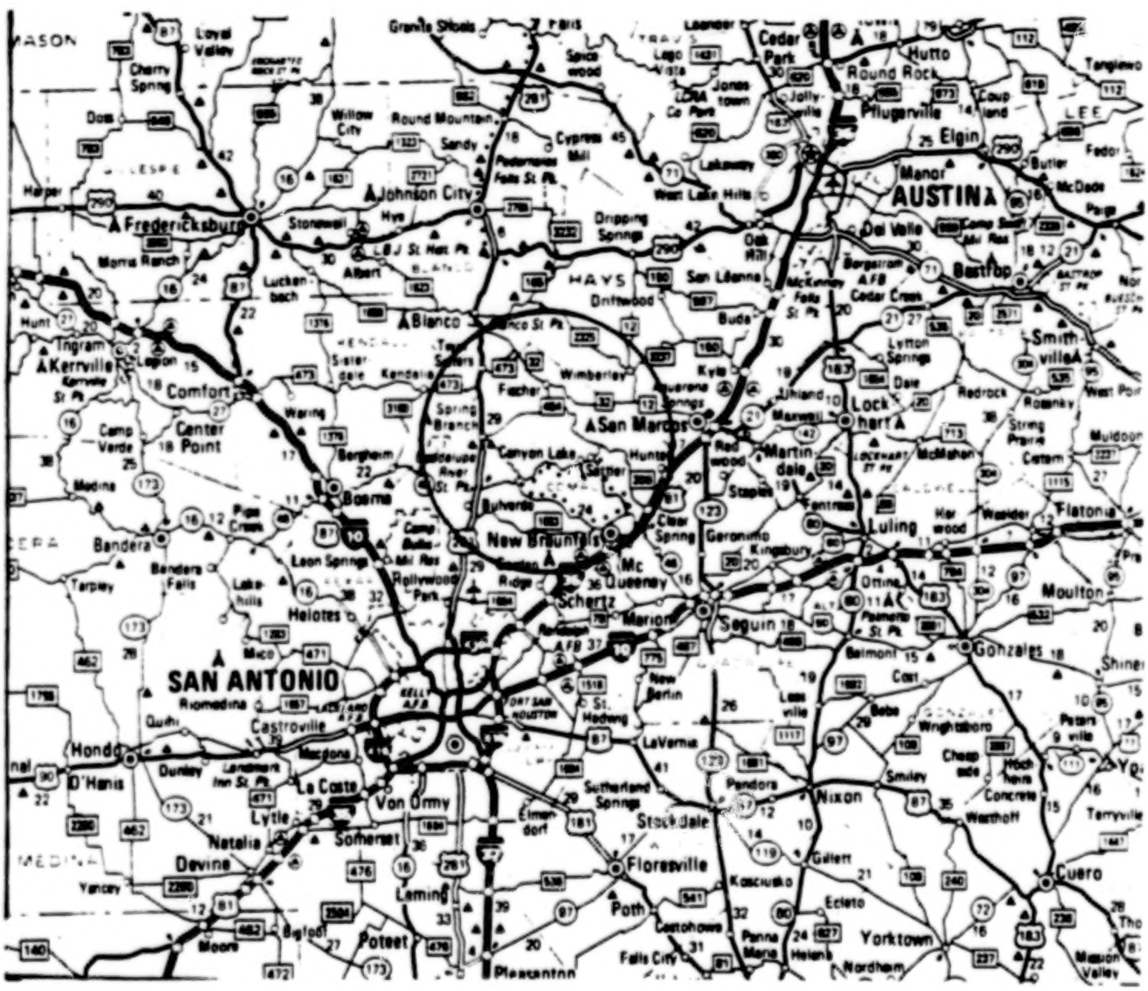
CANYON LAKE, TEXAS

Canyon Lake is located in central Texas approximately 20 miles northwest of New Braunfels, 55 miles north of San Antonio, and 429 miles northeast of Big Bend National Park's northeast entrance.

Canyon Lake is an 8,240-acre Corps of Engineers reservoir with public parks, camping and trailer areas, picnicking, boat ramps, two marinas, two yacht clubs, and a ski club. Fishing is excellent, both in the lake and the Guadalupe River below. Nine lodging establishments provide motel/resort/cottage accommodations along the lake and river shores.



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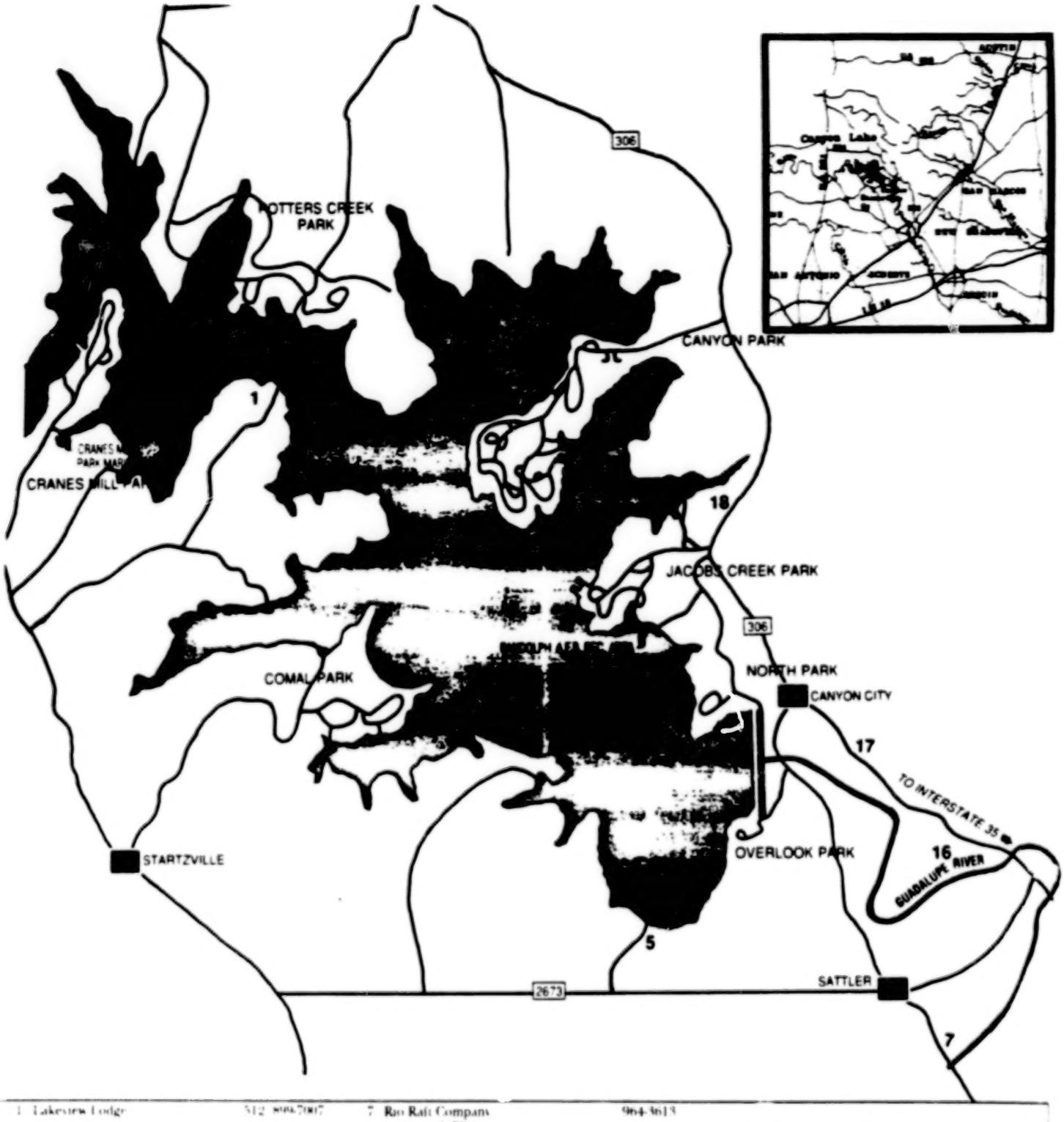

1 Lakeview Lodge	512-896-7007	7 Rio Raft Company Cottages & RV's	964-3613		
				16 Maricopa Ranch Resort	964-3731
				17 Riverside Resort	964-3629
5 Holidas Lodge Motel	964-3693			18 Log Cabins of Jacob Creek	964-2638
				19 Canyon Lake Marina Restaurant	935-2644

Canyon Lake

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MARICOPA LODGE

Contact: Inez Gonzales, Manager
HCR 4, Box 70
Canyon Lake, Texas 78133
Phone: (512) 964-3600

Number of Rooms: 18 motel rooms

Food Service: None

Operating Season: Year-round

Occupancy: Peak - 100%

Age: 16 years

Construction: Wood frame, some rock, two story

Peak Season: June-September (4 months)

Ratings: None

Peak-Season Clientele: Tourists - 99%

Average Length of Stay: 2 nights

Major Credit Cards Accepted: Yes

Other: Outdoor swimming pool, picnic area with grills - overlooking the Guadalupe River.

Rooms: Standard motel rooms, primarily with double-doubles; three rooms have one single bed; and three rooms have double-doubles plus a roll-away. No upgrade amenities.

Location: Located on the Guadalupe River in the Canyon Lake resort area approximately 20 miles northwest of New Braunfels and 55 miles north of San Antonio.

Comparability: These rooms are considered to be comparable to the concession-provided overnight accommodations at Big Bend National Park; however, based on the small number of rooms, it is recommended that this facility be used as a comparable only if facilities with a greater number of rooms cannot be located.

Maricopa Lodge

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 18
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

12 units: double-doubles
3 units: one single bed
3 units: Triples (2 doubles + 2 rollaways)

IN-SEASON OCCUPANCY RATES: 100%
MAR-APR - 75%
Dec-JAN - 50% weekends & 10% weekdays

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): JUN-SEP (4 mos.)

COMPETITION (MILES & #):
4+ other resorts in area (Lakeview Cottages, Canyon Lake Cottages, Ranch Resort + Maricopa Ranch - all 1-2 miles

SIMILAR SETTING OF AREA:
lake resort area - this facility is located on the Guadalupe river.

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2 nights
(TOURIST, CONVENTION, FAMILIES, ETC.):
Tourists - 99%
(reunions are becoming an increasing business at this facility)

SIMILAR AGE OF FACILITY: 16 yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X Some rock
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Illinois - 650+ miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None

NUMBER OF EMPLOYEES: 2 (Manager + Housekeeper)

HOUSING OF EMPLOYEES: Manager Only

RATINGS OF OTHER ORGANIZATIONS: None

1988 Rates (weekends):

summer	winter
Single - $49.95	$ 39.00
Double - 59.95	49.00
Triple - 79.95	69.00

Weekday rates - $7 less

Cribs - no charge

Discounts (AARP, Military, Govt.) - $5.00

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Maricopa Lodge Comparable	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge					
- BW/no charge		X			
- movies via TV/no charge					
- extra charge					
Telephone none					
- direct dial					
- switchboard operated					
Swimming Pool					
- indoor					
- outdoor/heated					
- outdoor/not heated		X			
- pool deck/patio area		X			
Retail Facilities					
- gifts/souvenirs					
- personal needs/drugs (limited)		X			
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities none					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites					
- rooms adapted for handicapped					
- conference or meeting rooms					
- rooms with kitchens					
Vending					
- in-room					
- common area (Soft Drinks, etc.)		X			

- picnic area with grills.
- no pets
- plastic glasses
- smoke detectors

	Concessioner	Maricopa Lodge Comparable	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach (300 ft. of river frontage)					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (Employee will assist upon request)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty (2 mi. to Hospital)					
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted (MC/VISA/AE)		X			
Registration Office Open 24 Hours		X			

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- no food-service.

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Entrance to office area

Rear view of motel rooms and picnic area
overlooking river

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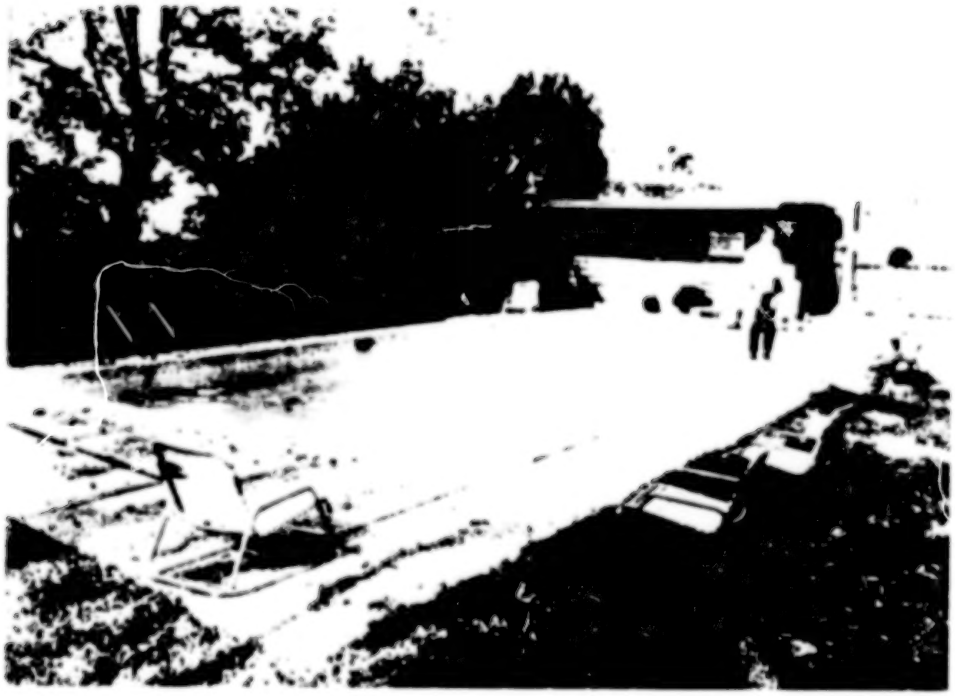
Typical double-double room



Outdoor swimming pool

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CANYON LAKE COTTAGES

Contact: Millie Meister, Owner/Manager
HCR 4, Box 206-A
Canyon Lake, Texas 78133
Phone: (512) 964-3621

Number of Rooms: Six individual cottages (four with kitchens, two efficiencies)

Food Service: None

Operating Season: Year-round

Occupancy: Peak - 50+%

Age: 16+ years

Construction: Wood frame, rock exterior

Peak Season: June-September (4 months)

Ratings: None

Peak-Season Clientele: Tourists - 90%

Average Length of Stay: 2 nights

Major Credit Cards Accepted: ?

Other: Kitchens and fireplaces in four cottages.

Rooms: The cottages are set up to sleep six people; four with fully equipped kitchens; air-conditioning; fireplaces. No upgrade amenities.

Location: Located 190 yards from the water in the Canyon Lake resort area.

Comparability: The cottages are considered to be comparable to the concessioner's older stone cottages at Big Bend National Park; however, because of the small number of cottages, it is recommended that this facility be used as a comparable only if facilities with a greater number of units cannot be located.

Canyon Lake Cottages

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 6 Indiv. Cottages
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

Two double beds
One single bed
One Rollaway bed
Kitchen
Air Conditioning
Fireplace
shower only

IN-SEASON OCCUPANCY RATES: 50+%

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS X
TENTS ____

SEASONALITY (75% OF BUSINESS): JUN-SEP

COMPETITION (MILES & #):

Numerous other resort lodging at lake.

SIMILAR SETTING OF AREA:

On the water - Canyon Lake resort area

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2 Nights
Tourists - 90% (TOURIST, CONVENTION, FAMILIES, ETC.):

SIMILAR AGE OF FACILITY: 16+ yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X rock exterior
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Use local distributors - less than 20 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) none

NUMBER OF EMPLOYEES: 1 (owner)

HOUSING OF EMPLOYEES: 1 (owner)

RATINGS OF OTHER ORGANIZATIONS: None

1988 Rates: (Summer)

Rates are flexible for winter months

1-4 People : $ 65.00
5 People : 75.00
6 People : 85.00

"Stay two nights & third night is free"

LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Canyon Lake Comparable Cottages	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge (some TV's are available upon request)					
- BW/no charge					
- movies via TV/no charge					
- extra charge					
Telephone none					
- direct dial					
- switchboard operated					
Swimming Pool none					
- indoor					
- outdoor/heated					
- outdoor/not heated					
- pool deck/patio area					
Retail Facilities none					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities none					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control					
- shower or bath in each (showers only)		X			
- suites					
- rooms adapted for handicapped					
- conference or meeting rooms					
- rooms with kitchens (4)		X			
Vending					
- in-room					
- common area					

- new roofs on cottages

	Concessioner	Canyon Lake Comparable Cottages	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms (all 6 cottages)		X			
Designated Bus/Camper Parking					
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms					
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (will assist upon request)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted		?			
Registration Office Open 24 Hours					

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- no food service.
- There are also 3 efficiency units at this facility - these were not reviewed for comparability.
- 1 Block off main highway.
- wood paneling throughout

Entrance to cottages

Outside view of cottages

Living room area

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Kitchen area

Rooms have two double beds and one single bed plus one roll-away

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RIVER VALLEY COTTAGES AND RV PARK

Contact: Manager
P.O. Box 2056
Canyon Lake, Texas 78130
Phone: (512) 964-3613

Facilities: Eight cottages (actually prefab mobile-type units set on concrete blocks); general store; RV park with 36-46 sites (water and electricity), coin showers (with timers) and rest rooms, picnic tables. No food service. Located on the Guadalupe River near Canyon Lake - a resort location.

This facility was closed during our visit (open weekends only this time of the year); however, the "cottages" are not considered to be a good comparable for the older stone cottages at Big Bend National Park. The RV park and support facilities are rustic, in need of upgrading, and are not recommended for use as a comparable for the concession-operated facilities at Big Bend.

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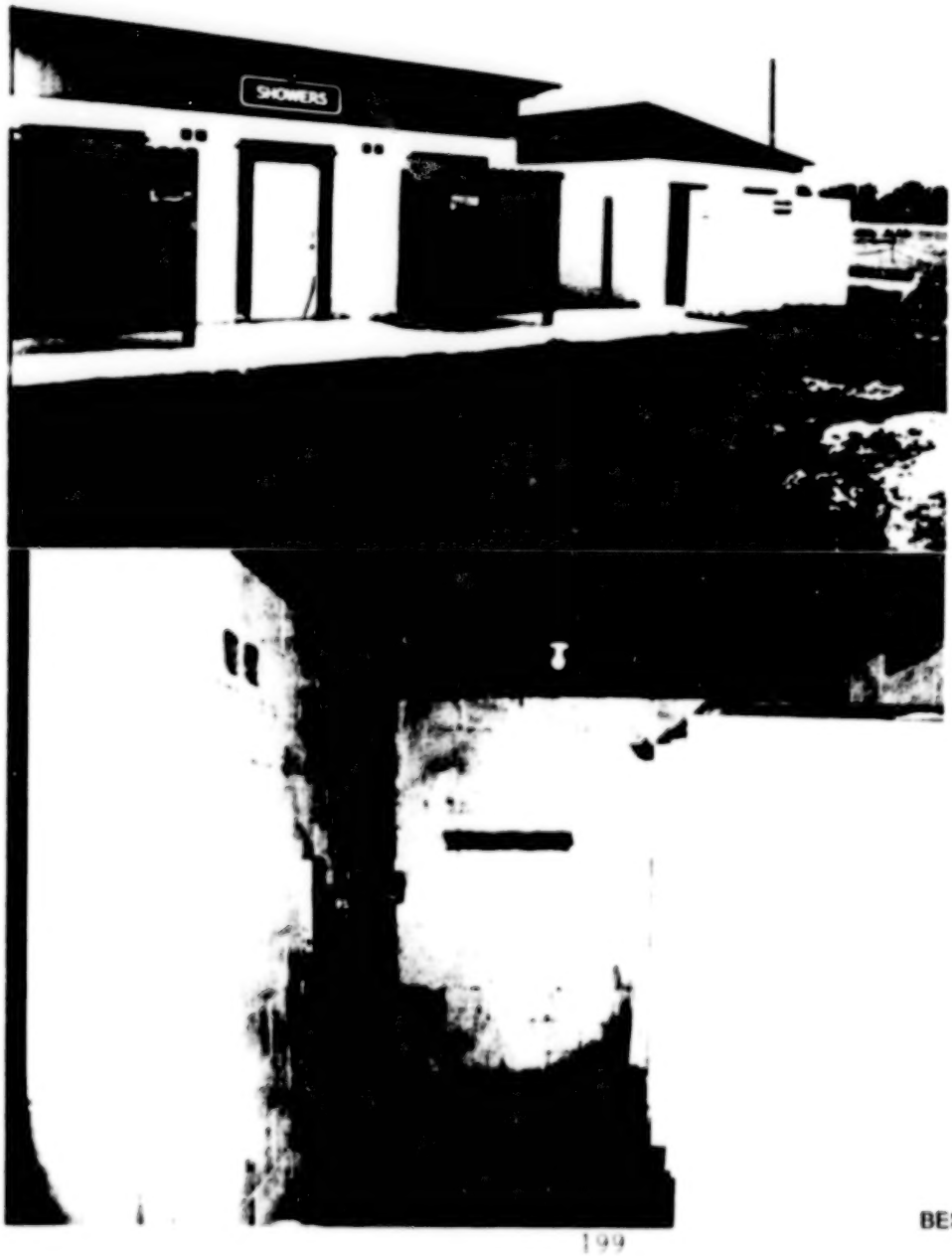

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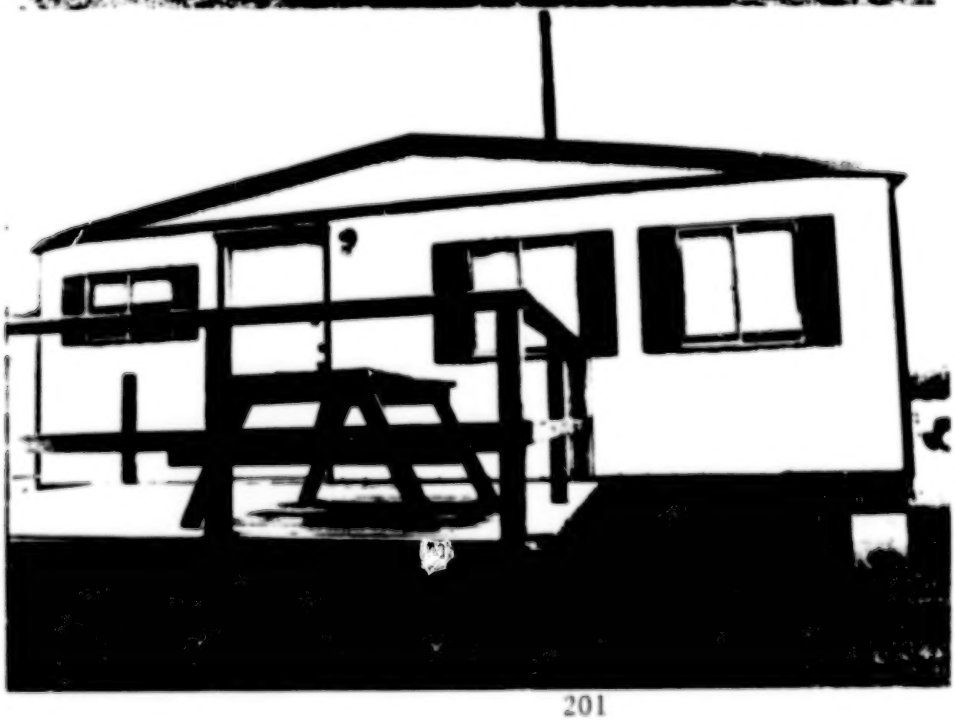
RIVER VALLEY
COTTAGES AND
RV PARK

Cottage
rental units
overlooking the
Guadalupe River



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RV park

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MARICOPA RANCH RESORT MOTEL

Contact: Ralph and Billie Richey, Owners
P.O. Box 1659
Canyon Lake, Texas 78130
Phone: (512) 964-3731

Number of Rooms: 12 motel units
3 individual cabins with kitchens (fully equipped)

Food Service: None

Operating Season: Year-round

Occupancy: Peak - 100% weekends
40-50% weekdays

Age: Motel - 4 years
Cottages - 8 years

Construction: Wood frame

Peak Season: June-September (4 months)

Ratings: None

Peak-Season Clientele: Tourists - 99%

Average Length of Stay: 2 nights

Major Credit Cards Accepted: Yes

Other: Two swimming pools (one indoor/heated) and spa, RV site with 135 full-hookup sites, rest rooms, picnic tables, gravel surfaced, laundry, store and gift shop.

Rooms: Large, standard motel rooms, no upgrade amenities.

Location: On the Guadalupe River in the Canyon Lake resort area.

Comparability: The rooms (without kitchens) and RV sites are considered to be comparable to the concession-provided facilities at Big Bend; however, because of the small size of this facility, it is recommended that it be used as a comparable only if facilities with a greater number of rooms cannot be located.

Maricopa Ranch Resort Motel

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 12 Motel Units + 3 Indiv. Cottages with Kitchens
75 TO 150 ROOMS ____
OVER 150 ROOMS ____

IN-SEASON OCCUPANCY RATES: 100% weekends
40-50% weekdays

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) ____
SINGLE STORY ATTACHED X
DETACHED ROOMS OR CABINS X
TENTS ____

SEASONALITY (75% OF BUSINESS): JUN-SEP (4 mos.)

COMPETITION (MILES & #):

Numerous other resorts in area (Maricopa Lodge - 1/4 Mi. away)

SIMILAR SETTING OF AREA:

Located on the Guadalupe River in the Canyon Lake resort area.

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY): 2-nights
(TOURIST, CONVENTION, FAMILIES, ETC.):
Tourists - 99%

SIMILAR AGE OF FACILITY: motel - 4 yrs.
Cottages - 8 yrs.

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR ____
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: San Antonio - 40+ miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) None

NUMBER OF EMPLOYEES: 5 (3 are part-time)

HOUSING OF EMPLOYEES: 2

RATINGS OF OTHER ORGANIZATIONS: None

1988 Rates: (2 Persons)

	Summer	Winter
Motel -	$ 55.00	$ 39.00
Cottage -	65.00	49.00

No discounts for any groups or employment affiliation.

25% discount for weekly rental.

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LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Mariposa Ranch Comparable Resort	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge		X			
- BW/no charge					
- movies via TV/no charge					
- extra charge					
Telephone none					
- direct dial (Pay telephones)					
- switchboard operated					
Swimming Pool					
- indoor - heated (& spa)		X			
- outdoor/heated					
- outdoor/not heated		X			
- pool deck/patio area (both pools)		X			
Retail Facilities none					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities none					
- cafeteria					
- full-service dining room					
- fast-food					
- bar					
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites					
- rooms adapted for handicapped					
- conference or meeting rooms (3) 1-200 & 2-100		X			
- rooms with kitchens *					
Vending					
- in-room					
- common area (soft drinks & ice)		X			

- gift shop
- large rooms

* 4 motel units have small kitchenettes - not available to regular motel guests.

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	Concessioner	Mariposa Ranch Comparable Resort	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area					
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty					
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted		X			
Registration Office Open 24 Hours (8A-10P)					

More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- No food service
- Nice indoor pool

RV
CAMPGROUNDS
ADJUSTMENTS TO COMPARABLES
EXTRA QUALITY FEATURES

135 RV Full Hook-Up Sites

Peak Season: Jun-Sep (50-60% occupancy)

Features (Check if present)	CONCESSIONER	Comparables				
		Maricopa Ranch Resort				
Facility Related						
Water Hook Up		X				
Electric Hook Up						
Free		X				
Extra Charge						
Extra Charge for Aid Cond. Only						
Showers						
Cold Water - Free						
Hot and Cold Water - Free		X				
Coin Operated						
Rest Room Service Free for site renters						
Pit Type Toilets						
Flush Type Toilets		X				
Cold Water						
Hot and Cold Water		X				
Rest Room-Construction						
Wood						
Interior - Rough Finish						
Interior - Finished Walls and Ceilings		X				
Showers - Common Area						
Showers - Partioned Stalls		X				
Heated						
Water						
At Individual Site		X				
Scattered Hydrants						
Central Only						
Dumping Station						
Free						
Extra charge						
Sewage Hook Up						
Free		X				
Extra charge						

1988 Rates

Two Adults - $ 13.50 / Day
Vehicle Air Conditioning - 4.50 / Day

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Features (Check if Present)	CONCESSIONER	COMPARABLES				
Facility Related						
Site Accessibility						
Rough or Gravel road		X				
Paved						
Pull-through for RVs and trailers		X				
Provisions for Handicapped						
Lighted Areas and Path						
Picnic Table at Site (mostly)		X				
Fireplace/Grill At Site						
Site Seclusion						
Utmost						
Moderate						
Limited		X				
Trash Receptacles						
At Site						
Centralized		X				
Service Related						
Camper Store (Limited)		X				
Food Service						
Gasoline Service Station						
24 Hour On Site Attendent						
Firewood Available						
Coin Laundry Available *		X				
Ice Available		X				
Vending Machines		X				
Swimming Pools		X				
Tennis Courts						
Children's Playground						
Hiking						
Interpretation Program						
Entertainment Program						
Recreation Room		X				

- Pay telephones

Other factors may be added as they are observed during the comparability review.

* 2 washers - 60¢
1 Dryer - 25¢

- Tourists, Families + club meetings - primary clientele
- no TV hookups.
- all roads, buildings & grounds are owner maintained.

MARICOPA

RANCH RESORT

HIGHWAY # 306
CANYON LAKE, TEXAS.

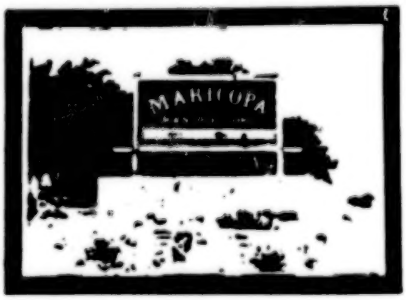
FOR RESERVATIONS CALL 512 964-3731

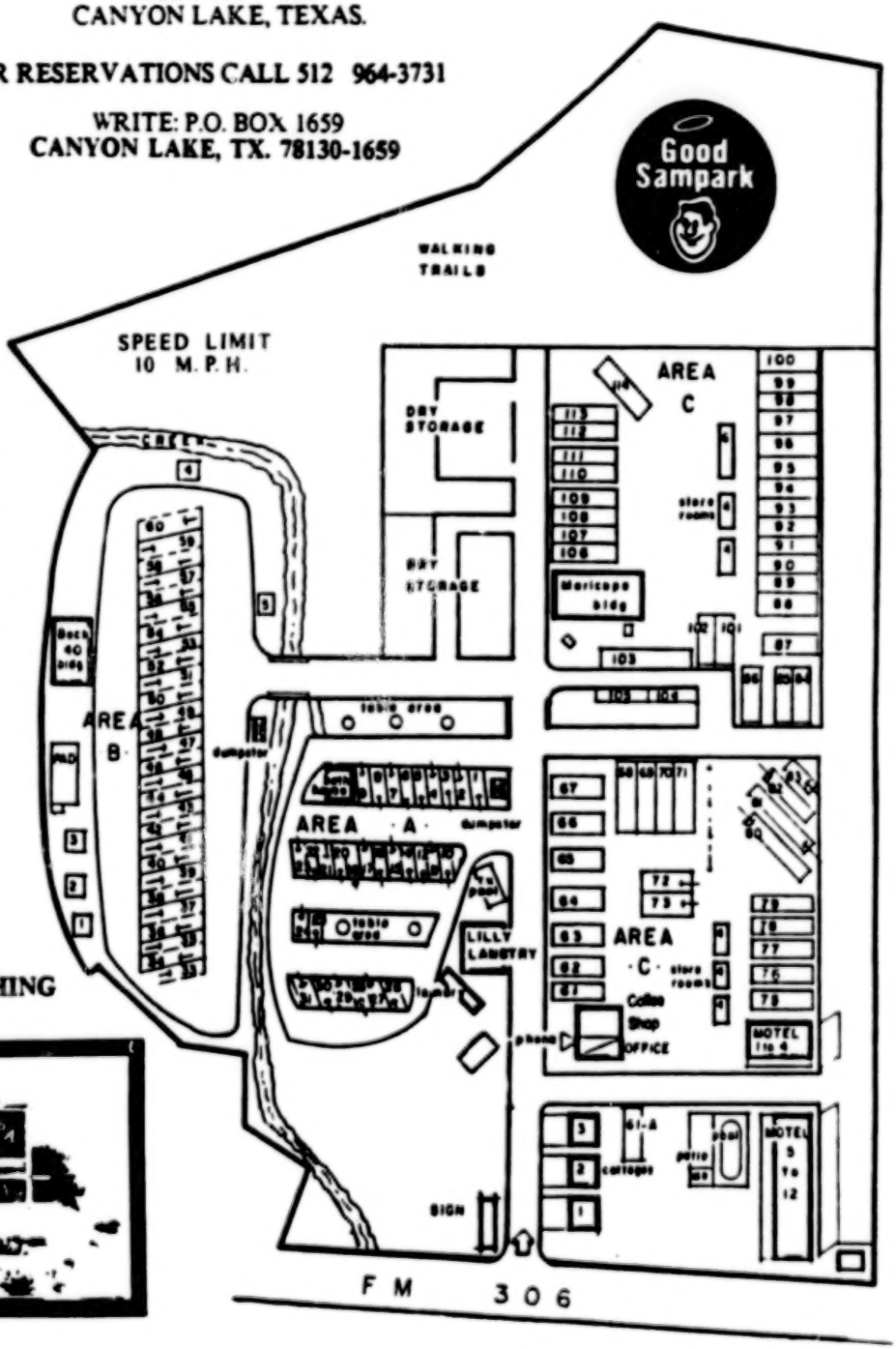
WRITE: P.O. BOX 1659
CANYON LAKE, TX. 78130-1659

LAKE AND RIVER ACTIVITIES

SAILING
SKING
BASS FISHING
SWIMMING

TUBING
RAFTING
CANOEING
RAINBOW TROUT FISHING





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MARICOPA RANCH RESORT

P.O. BOX 1659
CANYON LAKE, TX. 78130-1659

GUEST INFORMATION

Welcome to the MARICOPA RANCH RESORT where you will enjoy our facilities and central location to all the fun and activities that the Hill Country has to offer.

FACILITIES

Motel, Cottages with kitchens, Coffee Shop, Full R.V. Sites, Pools, Activity Buildings, Gift Shop, Washer & Dryers and R.V. Supplies.

RULES AND REGULATIONS

1. HOURS OF OPERATION
   A. Registration office - 8:00 A.M. to 10:00 P.M. (From Memorial Day weekend to Labor Day - Friday & Saturday 8:00 A.M. to Midnight.)
   B. Comfort Stations - 24 hours per day.
   C. Quiet Hours - 10:00 P.M. to 7:00 A.M. Excessive noise, or other nuisances are not permitted anytime.
2. Dumpsters are located around the park for your convenience. Help us keep the park clean.
3. Barbecue grills are for your use. Fire ordinance prohibits open fires. Use grills and fire rings provided. DO NOT build your own fire ring.
4. Pets must be kept on a leash, and not left unattended. Owners are responsible for cleaning after pets.
5. Clotheslines are not permitted in the park.
6. Dumping effluents of any kind onto the ground is a violation of Texas State Health Laws. There is a sanitary disposal station for your use at each R.V. Site.
7. Washing of cars is not permitted at your site.
8. Comfort stations are not play areas. For your safety, Children under 10 years of age should not be allowed to take showers alone.
9. The use of archery equipment, fireworks, firearms, or any explosives is prohibited within park.
10. Off road vehicles (moto-cross, ATV's etc.) are not permitted in park. Licensed Motorcycles permitted to and from campsites only.
11. POOLS. Pool in area A is for R.V. and camping guests. Pool in motel area is for motel guests. All children under 12 must be accompanied by an adult.
12. Do not drive tent pegs or stakes at R.V. Sites. Please check with office before driving stakes anywhere because of the underground utilities.

Ask about our special rates for those who want to leave their camper on a monthly or permanent basis in dry storage.

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MARI-COPA
RANCH RESORT

HILL COUNTRY'S FINEST

- Motel - Color T.V.
- Cottages with Kitchen
- Restaurant ● Indoor Pool & Spa ● Gift Shop ● R.V. Supplies ● Full Hook-up 30/50 amps ● Laundry ● Restrooms w/Hot Showers ● Pay Phone ● Ice ● Picnic Tables ● R.V.'ers Pool ● Pull-Thrus ●

Plan your wedding reception, family reunion, special events, parties, and R.V. rally in one of our activity buildings.

Please Call For Reservations.

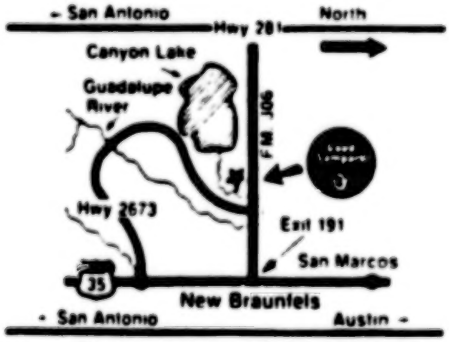
(512) 964-3731

P.O. Box 1659
Canyon Lake, TX 78130-1659

A VACATION DESTINATION CAMPGROUND Located in the heart of the Texas Hill Country.

We welcome winter Texans!

Near Canyon Lake and Guadalupe River



Directions: From Jct I-35 & FM 306 (Exit 191) go NW 13 miles to resort. From Jct US 281 & FM 306, SE 16 miles to Resort.

The Center of Sightseeing

Natural Bridge Caverns, San Marcos
Aquarens Springs, New Braunfels, LBJ Ranch,
Alamo Mission, Zoo, Luckenbach, Texas,
Austin, Texas State Capital,
Sea World of Texas at San Antonio.

MARI-COPA
RANCH RESORT

P.O. Box 1659
Canyon Lake, TX 78130-1659

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Entrance area

Motel rooms

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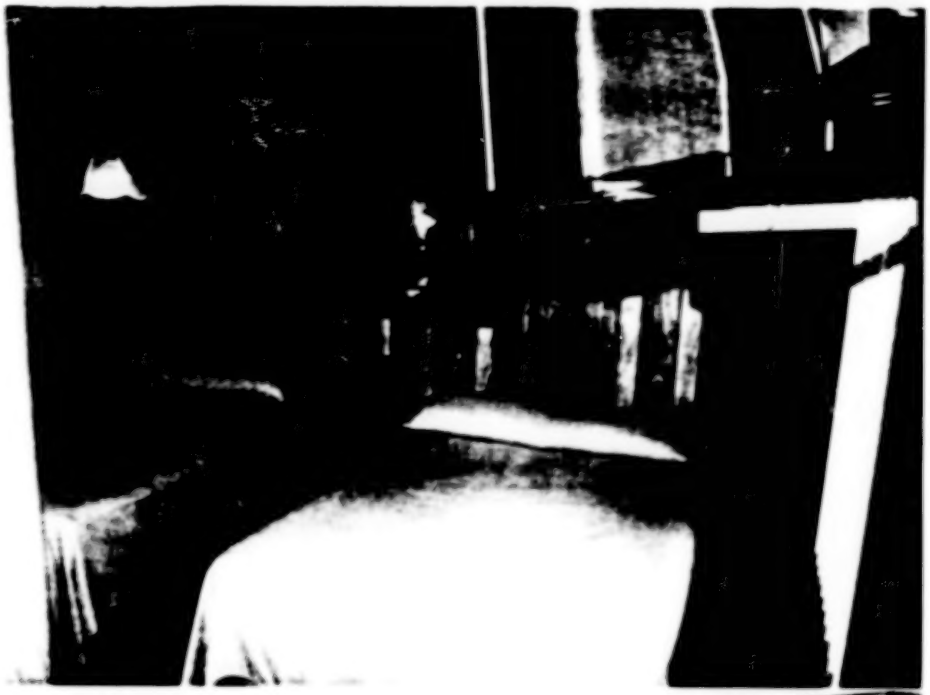

Typical [illegible] rooms

Cottage [illegible] kitchen

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Indoor swimming pool

RV park (full hookups)

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TURKEY COVE MOTEL

Contact: Ellen Baresh, Manager
Canyon Lake
Route 5, Box 839
Canyon Lake, Texas 78133
Phone: (512) 899-2744

Number of Rooms: 14 (only 10 in use), 4 kitchenettes

Food Service: Restaurant (closed-not reviewed)

Operating Season: Year-round

Occupancy: ?

Age: ?

Construction: Wood frame, brick (slump block), two story

Peak Season: June-September (4 months)

Ratings: None

Peak-Season Clientele: Tourists - 80%
Commercial - 20%

Average Length of Stay: 2 nights

Major Credit Cards Accepted: Yes

Other: Boat ramp and dock. Nice landscaping.

Rooms: Standard rooms, double-doubles or king. No upgrade amenities.

Location: On the water location at Canyon Lake - a destination resort area.

Comparability: These rooms are considered to be comparable to the concession-provided motel rooms at Big Bend; however, because of the small number of rooms, this facility is recommended for use as a comparable only if facilities with a greater number of rooms cannot be located.

The restaurant was closed during this visit. If this facility is used as a comparable, the park may want to review it again in one to two years to see if the food-service facility meets comparability.

Turkey Cove Motel

LODGING COMPARABLES

SIMILAR SIZE: LESS THAN 75 ROOMS 14 (only 10 in use)
75 TO 150 ROOMS ____
OVER 150 ROOMS ____ (some Kitchenettes)

IN-SEASON OCCUPANCY RATES: ?

BUILDING TYPE:
HIGH-RISE (3 OR MORE STORIES) ____
LOW-RISE (2 STORIES) X
SINGLE STORY ATTACHED ____
DETACHED ROOMS OR CABINS ____
TENTS ____

SEASONALITY (75% OF BUSINESS): JUN-SEP (4 mos.)

COMPETITION (MILES & #):

4+ other resorts on Canyon Lake.

SIMILAR SETTING OF AREA:

Located on the water in a destination resort area.

SIMILARITY OF CLIENTELE (AVERAGE LENGTH OF STAY) : 2 nights
(TOURIST, CONVENTION, FAMILIES, ETC.):

Tourist - 80%
Commercial - 20%

SIMILAR AGE OF FACILITY: ?

CONSTRUCTION TYPE: MASONRY/STEEL EXTERIOR FINISHED INTERIOR Brick (Slump block)
" " UNFINISHED INTERIOR ____
FRAME/WOOD X
CANVAS ____

REMOTENESS (DISTANCE FROM SUPPLIERS: Austin - 50 miles
San Antonio - 30 miles

AFFILIATION (NAT'L, REGIONAL, NON-AFFILIATED) none

NUMBER OF EMPLOYEES: 3 Full-Time

HOUSING OF EMPLOYEES: yes

RATINGS OF OTHER ORGANIZATIONS: None

1988 Rates (2 People)

Peak	Off
$ 50.00	$ 30.00
55.00/Kitchen	35.00/Kitchen

Extra Person: $5.00
Crib: no charge
No Discounts

- Boat ramp & dock.
- nice landscaping.
- nice patio area off restaurant.

LODGING FACILITIES

ADJUSTMENTS TO COMPARABLES

EXTRA QUALITY FEATURES

Features (Check is item is present)	Concessioner	Turkey Cove Comparable Motel	Comparable	Comparable	Comparable
Facility Related					
Television					
- color/no charge					
- BW/no charge (small screen)		X			
- movies via TV/no charge					
- extra charge					
Telephone					
- direct dial (Pay telephones)					
- switchboard operated					
Swimming Pool none					
- indoor					
- outdoor/heated					
- outdoor/not heated					
- pool deck/patio area					
Retail Facilities none					
- gifts/souvenirs					
- personal needs/drugs					
- outdoor equipment (i.e., camping, fishing, etc.)					
- other (i.e., groceries, sundries, etc.)					
Restaurant/Bar Facilities (closed during visit)					
- cafeteria not reviewed					
- full-service dining room		X			
- fast-food					
- bar		X			
Rooms					
- temperature control		X			
- shower or bath in each		X			
- suites					
- rooms adapted for handicapped					
- conference or meeting rooms (one)		X			
- rooms with kitchens (4)		X			
Vending					
- in-room					
- common area (soft drinks & ice)		X			

- plastic glasses
- smoke detector
- some colored/patterned hand & bath towels.

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	Concessioner	Turkey Cove Comparable Motel	Comparable	Comparable	Comparable
Fireplaces					
- in common areas					
- in rooms					
Designated Bus/Camper Parking		X			
Children Play Area		X			
Recreation Room					
Marina					
Beach					
Tennis Courts					
Golf Privileges					
Convenience/Comfort Related					
Air Conditioned Guest Rooms		X			
Wall-to-Wall Carpets in Rooms		X			
Grade A Furniture					
Special Bed Equipment (i.e., magic fingers, bedside lighting controls, etc.)					
Service Related					
Baggage (Bell Hop) (employee will assist upon request)					
Valet Parking					
Room Service					
Entertainment					
Medical Assistant/RN on Duty		X			
Audio Visual/Movies					
Make Other Reservations					
Have Rental Cars Available					
Major Credit Cards Accepted (mc/visa)		X			
Registration Office Open 24 Hours		X			

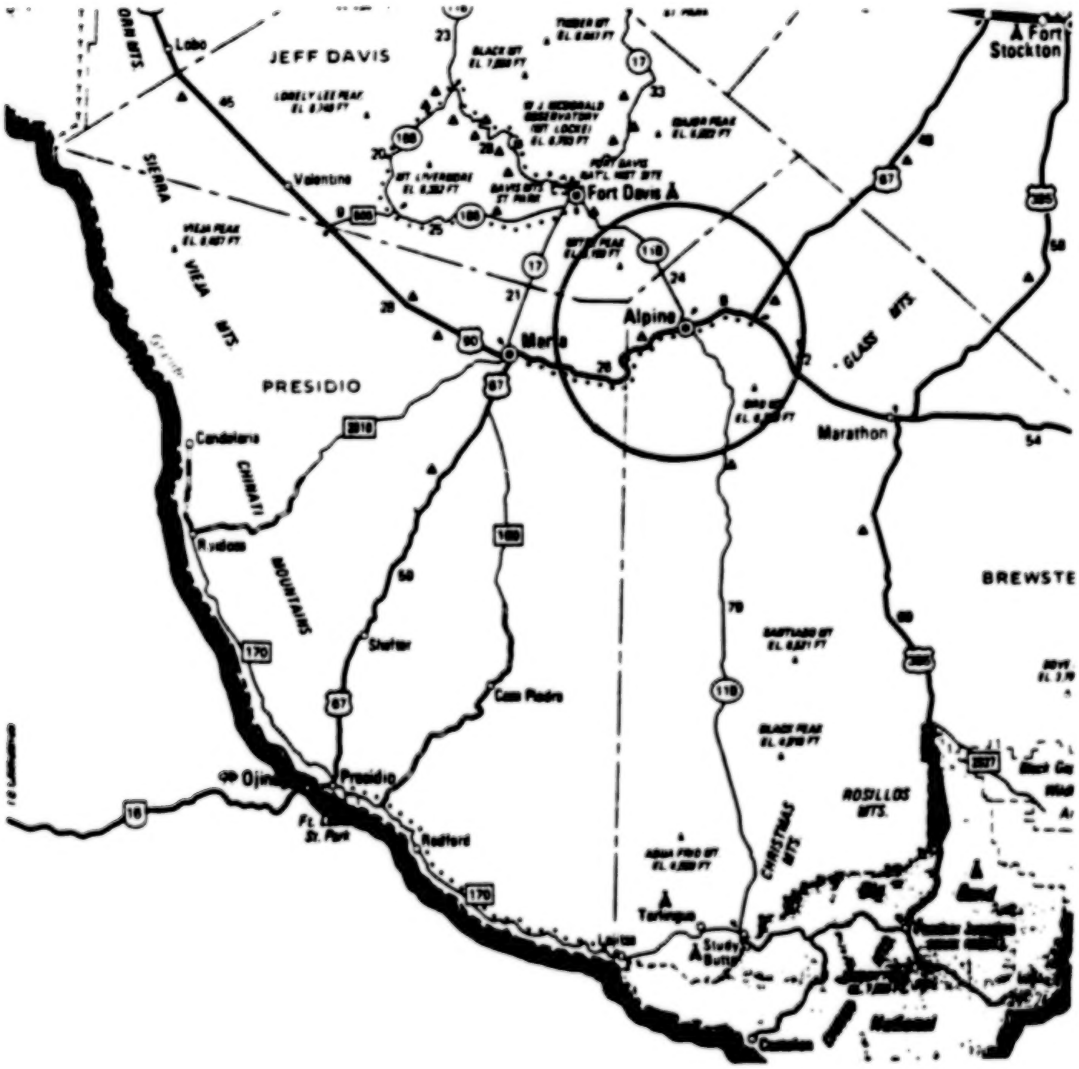
More features may be added as they are observed during the comparability review, i.e., free ice, king size beds, and so on.

- Food Service not reviewed - closed.

ALPINE, TEXAS

Alpine is located in the midwestern portion of Texas approximately 65 miles southwest of Fort Stockton and 80 miles north of Big Bend.

Alpine, situated in a vast mountainous area of 5,935 square miles, is a retail center and shipping point for a huge ranching area, headquarters for mining companies, and home of Sul Ross State University. Visitors to the area enjoy golfing, mountain climbing, horseback riding, swimming, camping, rock and mineral collecting, and in-season hunting of deer, antelope and game birds.



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NEWELL OIL COMPANY
(Gulf Service Station)

Contact: Joanna Cowell, Operations Manager, Newell Oil Company
Gulf Service Station
909 East Holland Avenue
Alpine, Texas 79830
(915) 837-3322 (Newell Oil Company)

Service: Gasoline service station

Food Service: None

Operating Season: Year-round

Peak Season: October-May (8 months)

Peak-Season Clientele: Tourists/locals

Location: In-town location. Alpine is a popular vacation area.

Comparability: This facility is not recommended as a good comparable for the concession-operated service stations at Big Bend National Park, based primarily on the following:

1. This service station (Gulf) is owned by the Newell Oil Company (jobbers). They also own two other service stations in Alpine (one is a Chevron station),

2. An on-site manager is employed to operate each service station for the oil company, and

3. Oil company ownership of the service station(s) is not similar to the concession-operated facilities located within the park.

Newell Oil Company (Gulf)
Alpine, TX (837-3322)

GASOLINE SERVICE STATIONS
ADJUSTMENTS TO COMPARABLES
EXTRA QUALITY FEATURE

Features (Check if present)	CONCESSIONER	COMPARABLES			
		Gulf Newell Oil Co.			
Facility Related					
Restrooms		X			
Public Telephone		X			
Car Wash					
Adjoins Restaurant or Motel		X			
Adjoins Retail Store					
Comfort Related					
Waiting Room (For customers awaiting auto repairs)					
Service Related					
Trailer/RV Service					
Accepts Membership Road Service					
Provides Free Maps					
Tires, Batteries, and Accessories		X			
Repair Service Available		X			
Tow Service Available No					
Mechanics Licenses Held (minor repair only)					
Open 24 Hours No					
Open 7 Days a Week					
Accepts Major Oil Company Card		X			
Accepts Major Credit Cards		X			

Other features may be added as they are observed during the comparability review, i.e., vending service, full service, self-service, and so on.

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HIGHLAND TEXACO

Contact: Jack and Sue Smith, Owners
1300 East Holland
Alpine, Texas 79830
(915) 837-2523

Service: Gasoline service station (full service)

Food Service: None

Operating Season: Year-round

Peak Season: May-August

Peak-Season Clientele: Tourists and locals

Other: Tow truck service, car wash, two mechanics on-site every day (closed Sundays). Business is privately owned by the oil company; the building is owned by the leasee.

Location: In-town location by the Siesta Inn Motel. Alpine is a popular vacation area.

Comparability: This facility is not recommended as a good comparable for the concessioner's Big Bend service stations, based primarily on the following:

1. Major automobile repair service with two full-time mechanics on duty daily (there are no mechanics at the park facilities, and

2. A full-service gasoline service station including a car wash, tow truck, and a wide range of tires, batteries, and accessories which are not similar to the services and sales provided by the park facilities.

Highland Texaco
East Hwy 90
Alpine, TX 79830

915-
(837-2523)

GASOLINE SERVICE STATIONS
ADJUSTMENTS TO COMPARABLES
EXTRA QUALITY FEATURE

Full-Service

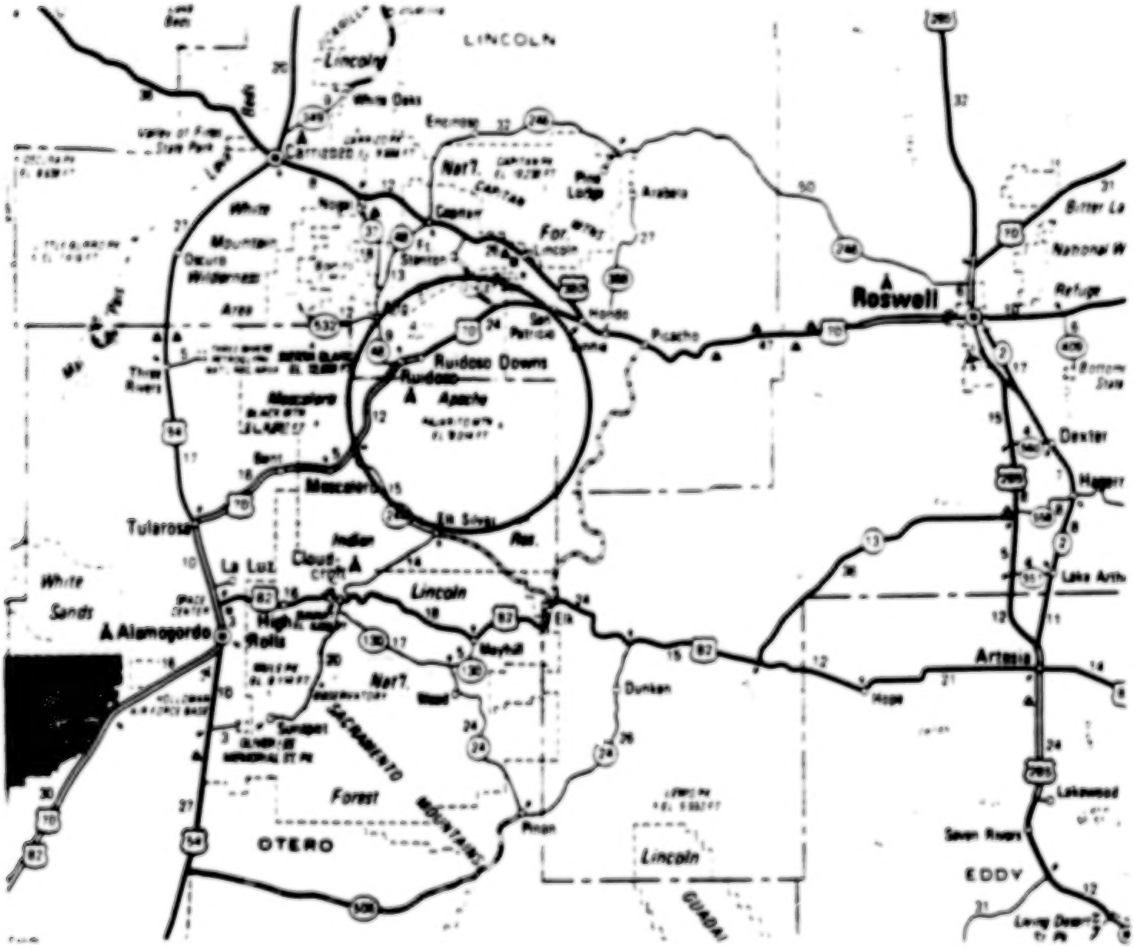
Features (Check if present)	CONCESSIONER	COMPARABLES			
		Highland Texaco			
Facility Related					
Restrooms		X			
Public Telephone		X			
Car Wash		X			
Adjoins Restaurant or Motel (By Siesta Inn)		X			
Adjoins Retail Store					
Comfort Related					
Waiting Room (For customers awaiting auto repairs)					
Service Related					
Trailer/RV Service (2 mechanics mon-Fri)		X			
Accepts Membership Road Service					
Provides Free Maps					
Tires, Batteries, and Accessories		X			
Repair Service Available					
Tow Service Available		X			
Mechanics Licenses Held					
Open 24 Hours (7AM - 6 PM) (6-Days)					
Open 7 Days a Week (Closed Sundays)					
Accepts Major Oil Company Card		X			
Accepts Major Credit Cards		X			

Other features may be added as they are observed during the comparability review, i.e., vending service, full service, self-service and so on.

RUIDOSO, NEW MEXICO

Ruidoso is located in south central New Mexico approximately 178 miles southeast of Albuquerque and 464 miles northwest of Big Bend's northeast entrance.

Ruidoso is situated at a 7,000 foot elevation in the 600,000-acre, pine-covered Sacramento Mountains along the Ruidoso River. The town was established in the 1890's as a tin-roofed trading post. The post's old water wheel still stands on the main street. The area is popular for fishing, golf, hiking, hunting, camping, and winter skiing. Ruidoso Downs, a top USA quarter horse track, offers horse racing from May through September, culminating in the American Futurity, the largest single purse in quarter horse racing.



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GASOLINE SERVICE STATIONS
ADJUSTMENTS TO COMPARABLES
EXTRA QUALITY FEATURE

Features (Check if present)	CONCESSIONER	COMPARABLES			
		Phillips 66 Ruidoso Downs	~~Phillips 66~~	Circle B RV Camp *	
Facility Related					
Restrooms	X	X	X	X	
Public Telephone	X	X		X	
Car Wash	X	X			
Adjoins Restaurant or Motel					
Adjoins Retail Store	X			X	
Comfort Related					
Waiting Room (For customers awaiting auto repairs)					
Service Related					
Trailer/RV Service	X			X	
Accepts Membership Road Service					
Provides Free Maps					
Tires, Batteries, and Accessories	X	X			
Repair Service Available	X	X			
Tow Service Available	X				
Mechanics Licenses Held					
Open 24 Hours					
Open 7 Days a Week	X	X		X	
Accepts Major Oil Company Card	X	X		X	
Accepts Major Credit Cards	X	X		X	
	11	8		7	

Other features may be added as they are observed during the comparability review, i.e., vending service, full service, self-service, and so on.

* Recommended Comparable

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DATE FILMED

02-26-92